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November 2008 Vol. 10 issue 8

Big scissors

All that's
new from
SAIE

Self erecting tower cranes

Push around scissors

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On the cover:

The latest San Marco 45N self erector crane which has the option of a cab, seen here at SAIE 2008 in Bologna, where it was unveiled.



Comment 5
News 6

HSE will not prosecute over Liverpool tower crane accident, Nationwide Platforms is born, Two big Liebherr cranes for Fagioli, Iteco appoints Russon Access, Hewden announces new regional structure, Sennebogen and Holland Lift open new facilities, Third quarter financials round-up, Access Link expands, IPS opens in Spain, Defeio and Bamford recognised.

C & a contents

Face to face 49

Since being appointed head of access at Hewden, Nick Childs has made subtle yet significant changes that are helping to re-establish the hire giant. Mark Darwin fires the questions.



17

Big scissiors



23

Self erectors



29

Remote controls



Big scissiors 17



We ask the question 'What is a big self propelled scissor lift?' and take a look at recent product developments in the Dutch-style heavy duty scissor lifts. We also look at the history of Holland Lift which celebrates 25 years which coincides with the birth of the heavy duty scissor lift.

Self erecting tower cranes 23

Will the self erecting tower crane ever rival the telehandler as the preferred choice on the small to medium build job site in the UK and Ireland? Or is it being overtaken by the City tower crane? Mark Darwin investigates.

Remote controls 29



Wireless remote controls are now an accepted every day method of controlling a wide variety of equipment. We take a look at the many benefits as well as the latest developments.

SAIE 2008 33



The Italian equipment manufacturers were out in force at this year's SAIE exhibition in Bologna. Despite the proliferation of equipment shows, there were a surprising amount of new products to be seen.

Push around scissiors 43



The first push-around scissor lift work platforms date back to the late 1950's and virtually died out in the 1960's as self propelled's took over. Who would have thought that 40 years later push-around scissor lifts would be selling in their thousands? We take a look at the main players in the market and the latest arrivals.

Outrigger mats - follow up 51

Last month's article on outrigger mats seems to have hit a nerve and generated an unprecedented reader response. This month we have a follow-up article which includes information sent in and material we did not have space for last month.

Credit sense 66

When it comes to running a small business one of the greatest challenges is cash flow. We review a product from Redditch-based Top Service which has an impressive credit checking and follow up system which may help the industry establish a useful credit experience pool.

regulars

Pasma Focus 55

ALLMI Focus 57

Training 59

IPAF Focus 61

Books & Models 62

Your letters 63

Ladders 65

Innovations 67

What's on? 68

On-Line directory 72

In the next C&A

The December/January issue of Cranes & Access will feature: The annual rental rate guide, Truck mounted platforms, Crawler cranes and a review of 2008.

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c&a comment



Take the money?

The recent CPA Crane Interest Group meeting highlighted a problem that extends across the whole rental sector and one that must surely get worse

with the economic downturn - the 'cowboy' hire company. Do you take a hire where all the risk assessment and other paperwork may not have been completed - or turn the work away only to have a 'cowboy' snap it up?

It would appear that given this choice, more and more 'responsible' rental companies are taking the money. However, for crane hirers there is also a problem between a contract lift and a crane hire. Smaller customers balk at the cost of a contract lift, particularly on simple lifts - say £900, when a hire for the same period would be about £300.

The gist of conversations runs along the lines of "I want the lift, no I haven't got an appointed person, why can't you do it for the hire price? If you don't want to do it I know someone who will and it will probably be cheaper." Wrong yes, but it happens every day in the UK. And until there is a problem or accident, the 'cowboy' will be able to pick up work and the HSE hasn't the manpower to stop it.

Despite the general tightening of legislation for the crane industry this is a common occurrence and, given the current crunch, it looks set to increase.

The proliferation of loader cranes and other lifting equipment for smaller lifts is exacerbating the situation. Revisions to BS7121 Part 4 - lorry loaders, means in theory a more level playing field for the mobile crane hirers. In practise little may change. Now more than ever is the time for the professional rental companies to stick to their good practices and show clients how it should be done.

Can a simple lift be done professionally without a separate appointed person? Of course it can, because of the experience, training and expertise of the vast majority of crane operators.

Perhaps the HSE should not be so prescriptive with its black and white rules and allow crane companies to carry out lifts in their own, safe way. The revisions to Part 4 (Lorry Loaders) of the standards may be a good time to review the whole crane hire/contract lift situation. It clearly isn't achieving its original aim at the moment.

Mark Darwin

Please mail, email or fax any comments you may have, to the editor, stating if we may publish them or not.

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.net**

HSE will not prosecute

The Health and Safety Executive has decided not to prosecute anyone in the Liverpool luffing tower crane accident of January 2007 that resulted in the death of construction worker Zbigniew Roman Swirzynsk. After a thorough investigation by the Merseyside Police and the HSE, assisted by the Health and Safety Laboratory, the HSE has concluded that there is insufficient evidence to bring proceedings against any of the parties investigated. These included the crane manufacturer, Jaso; the crane hirer, Falcon; the principal contractor; sub-contractor and crane driver. (See C&A August/September for HSE's findings)

Mike Cross, HSE head of operations for construction in the North West said:

"No effort was spared in determining the cause of this tragic incident, which involved visits to the crane manufacturer in Spain and full engagement with the tower crane community in the UK."

"As a result of this investigation HSE has written to all tower crane hirers and suppliers in the UK providing them with our technical conclusions as to the cause of the incident. We have asked them to consider what, if anything, they need to do in the light of these findings. The companies have been asked to consult with tower crane manufacturers as necessary. HSE is monitoring their responses and stands ready to take any necessary follow-up action."

New factory in China

JLG has started work on its new manufacturing facility in Tianjin, China, that will build aerial lifts for the Asian market. Attendees at the ceremonial groundbreaking included Oshkosh and JLG executives and local officials.

JLG opened a Chinese sales office in 2002, while Oshkosh's Beijing corporate office opened in 2006 and serves as the hub for Asian operations responsible for the sale, service, and support of Oshkosh Corporation's products. In March of 2008, Oshkosh opened a Shanghai corporate office largely devoted to the sourcing of parts and components for Oshkosh and JLG production plants around the world. The facility will be the first ever China-based manufacturing facility for the Oshkosh Corporation.

Two big Liebherrs for Fagioli

Fagioli, the Italian based heavy transport, and lifting group has ordered two large Liebherr crawler cranes, a 750 tonne LR 1750 and a 1,350 tonne LR 11350. The 1750 is due for delivery this month. Both cranes have been ordered with a wide range of equipment. The LR 1750 will be delivered with a 91 metre main boom, 84 metre luffing jib, derrick boom and ballast trailer. The LR 11350 will be equipped

with a 114 metre main boom, 84 metre luffing jib, derrick boom and suspended counterweight system. Fagioli was founded in 1955 as a transport company and is headquartered in S. Ilario D'Enza near Parma. Over the years it has gradually expanded its services to include heavy lifting and installation and the movement of exceptional loads. It employs around 500 people worldwide.



Fagioli's 750 tonne Liebherr LR1750 on test in Eningen



The new Bear T17J boom lift with 56ft/17 metre working height

New boom lift manufacturer

A new aerial lift manufacturer, Rotterdam-based Bear Heavy Equipment unveiled its first product, a crawler mounted 50ft/15.2 metre platform height telescopic boom lift at the 25th anniversary and ground breaking ceremony for Kors Hoogwerksystemen's new headquarters near Leeuwarden. The new boom lift, the T17J, has been developed in close co-operation with Kors, the Skyjack and Omme distributor in Holland, and features a simple two section

boom and jib, with 350 kg lift capacity. Powered by a Yanmar diesel the unit weighs just over nine tonnes and has been targeted at steel erection on rough jobsites offering gradeability up to 65 percent. Electronics have been kept to a minimum in order to simplify service and repair and is said to be 'hufferproof' a Dutch term for 'abuse proof'. Bear says that it will add 73ft/22 metre and 86ft/26 metre platform height models to the range next year.

Nationwide Platforms is born

Nationwide Access, the UK's largest aerial lift rental company and Lavendon sister company, The Platform Company, officially merged into Nationwide Platforms on November 3rd. The merger creates a combined company with 28 locations, more than 1,000 staff and a 10,300 unit fleet. Parent company Lavendon acquired The Platform Company in March of this year and announced the merger and new identity for the business in August.

A common IT platform for the two businesses has been developed and any depot and staff mergers identified. The merged business will be managed by Grant Woodward in the south with 13 locations and 5,602 machines and Peter Douglas in the north with 15 locations and 4,746 units.

Both men will report to Andy Wright, chief executive of Lavendon Access Services (Lavendon UK). The company has also stepped up its TechX programme which aims to differentiate the business, through unrivalled fleet reliability. TechX is supported by manufacturers such as JLG and Genie, both of which are passing on their expertise in



(L-R) Peter Douglas, Grant Woodward and Andy Wright with the newly rebranded Leicester depot

areas such as quality, constant improvement, waste reduction and health & safety. It includes a detailed analysis of breakdowns and stringent planned maintenance, combined with a major war on waste and sloppy facilities, with a highly structured plan to introduce minimum quality standards. Full implementation is expected to take around two years. Currently just the three locations that took part in the pilot programme have been TechX'd. The plan is to then extend this to Lavendon's overseas operations.

New regional structure for Hewden

Hewden the crane, access, telehandler and general plant hire company, has announced a new regional structure which includes the merging of the crane and access operations with general equipment, in a bid to be more responsive to its customer base.

Hewden's depot network will be organised into three regions, each headed by a regional general manager

- Andrew Swallow - Scotland and the North
- Mark Hogg - Central region
- Simon Clothier - South region

All report to Kevin Parkes, previously Finning general manager used equipment, now general manager, Hewden operations.

Each region will have a regional operations manager - including Mark Hierons in the North, Nick Childs in the Central region, no-one has yet been appointed in the South - with responsibility for managing the day to day operational performance, while area sales managers will report to depot managers. Regional sales managers will be responsible for sales strategy,

coaching and development of sales managers and regional compliance with processes and systems. A review of depots is also underway, which will involve the closure of some locations by the end of the first quarter 2009.

Parkes said: "It's important for our customers to deal with a responsive and committed business partner with a simple operational structure and the ability to provide a complete rental solution when and wherever they need it. The re-organisation, which moves us from five regions and five stand alone product specific divisions to three regions responsible for all products, is aimed at providing faster decisions for our customers and make us easier to do business with."

Susan Shardlow, Hewden head of commercial takes over product management, with includes everything from specifying to purchasing and disposals. A new head of service, responsible for the development of engineers, workshops, compliance with contamination controls and for improvements in service standards, will be appointed by month end.

Access Link expands

The Access Link, the association of independent access rental companies, located throughout the UK and Ireland, has confirmed the appointment of two new members, Hickstead-based Facelift and Huntley Plant of Newcastle. Facelift becomes a member through its Liverpool depot which will cover the Merseyside region, while Huntley Plant will cover the North East.

Huntley Plant was originally appointed as an associate member but gains full membership status after complying with Link requirements.

Malcolm Bowers the 2008 chairman of the Access Link said: "These appointments are really good news for the Link in that they are both excellent companies each with something different to offer. Facelift will bring marketing expertise and Huntley Plant will contribute youth and enthusiasm. We look forward to having them at our next meeting, which will be held on December 3rd hosted by Bravi UK."

Facelift, was recently called upon to assist with emergency repair work to the roof of St Chad's Church in Shrewsbury. It selected its brand new 61 metre Bronto to take leadwork specialist Mark Bywater and conservation architect Tim Ratcliffe to the top of the spire for a major structural survey.



C&a Iteco appoints Russon Access

news

Iteco, the Italian-based aerial lift manufacturer has appointed Russon Access Platforms as its exclusive distributor for the UK and Ireland.

Discussions between the two companies have been on going for several months with both Russon Access and Iteco working together to formulate an attractive proposition for Access rental companies in the UK and Ireland. Russon has wasted no time in getting started, taking his first order for some 14 metre, IT12122 electric scissor lifts with 1.4 metre deck extensions from Yorkshire-based rental company Lifterz. Delivery is scheduled at the end of this month.

Iteco has appointed Russon Access for the UK and Ireland



New 1,000 tonner arrives in UK

Port Services finally took delivery of its new 1,000 tonne Terex Demag TC2800-1 earlier this month. The new crane will be based in Aberdeen and comes with 138 metres of main boom, a 96 metre jib, 200 tonnes of superstructure counterweight plus a 300 tonne superlift counterweight.

All at a cost of £4.7 million. Its first Job is scheduled for the first week of December, when it will lift 250 tonne umbilical reels for a major offshore contractor in Aberdeen.



Port Services' new Terex-Demag TC2800-1 arrived earlier this month

Holland Lift opens new facility

Holland Lift, the heavy duty scissor lift manufacturer, has officially opened its new production facility opposite its existing plant in Hoorn, the Netherlands.

The ceremony held for employees, included an official opening by the Mayor of Hoorn, Onno van Veldhuizen while also marking the company's 25th anniversary (See page 20).

This is the second new facility that the company has added in the past three years as it expands to cope with growing demand for its large scissor lifts. The new 3,000 square metres building will include fabrication testing and inspection prior to paint, and storage of all unpainted components freeing the other two buildings for sub assembly and final assembly, while placing all 'dirty work' in the single separate location.





(L-R) Rod Abbott of NRC hands the crane keys to Pat Glynn and Eddy Carr of Kier Plant.

New crawler for Kier

Kier Plant has taken delivery of a new 70 tonne Hitachi-Sumitomo SCX700 machine from the manufacturer's UK distributor NRC Plant. The 70 tonne Japanese-built lift crane is rated at a radius of 3.5 metres and is equipped with main and auxiliary winches and a boom of up to 54 metres with offset fly jibs of up to 18 metres.

The purchase is the first that Kier Plant has made since it returned to investing in crawler cranes, following the successful development in recent years of its tower crane rental business.

The company says that crawler cranes will feature increasingly in its crane fleet going forward as it prepares for new power station and infrastructure projects.

The crane has been erected and commissioned at the £100 million West Burton power station project for client EDF and is the first of nine cranes of various types to be deployed on civil engineering works at the site.

VP buys in Brighton

Vp - previously known as Vibroplant and owner of UK Forks - the telehandler rental company, has paid £1.1 million in cash for the outstanding shares of Brighton-based Power Tool Supplies.

The company had revenues last year of £2.3 million, with a pre tax profit of £400,000. On completion Power Tool Supplies had free cash deposits of £200,000 effectively reducing the cost to £900,000.

BMS goes for spider cranes

BMS, Denmark's largest crane and access rental company, has ordered a total of 22 Unic spider cranes from local distributor, Lissner.

The order, one of the largest spider lift orders ever placed in Europe, includes three URW-706's, two URW-295's and 14 URW376's. Nine machines have already been delivered with the remainder due in February of next year. All will be painted in BMS' green and white livery and named after the daughter or grand daughter of a BMS employee as is the tradition. They will then be distributed among the company's six depots. The cranes add to the company's fleet of 125 mobile cranes and more than 1,000 aerial lifts.



One of the new spider cranes at work

JCB cuts production

JCB has cut production at its UK plants by 34 percent and will maintain the reduced output levels through the first quarter of 2009.

The cut back will require a further 398 layoffs, including 297 shop-floor jobs and 101 office positions due, it says, "to the extreme deterioration in business levels and confidence around the world leading to a significant reduction in order intake, particularly from previously buoyant markets including Russia and Central and Eastern Europe."

Last month JCB reduced the number it was laying off from 510 to 178 after union members voted in favour of a shorter working week.

JCB adds that it "has chosen to retain 336 shop-floor employees who would otherwise have been at risk, as a result of the reduced production levels during the first quarter of 2009. This decision has been made in anticipation of an upturn in activity during the second quarter and reciprocates the support shown by employees in voting for a 34 hour week."

Hiab restructures

As a result of the weakening market situation, Hiab is cutting around 700 jobs, mainly in Finland, Sweden and the USA, in order to 'adjust capacity'.

The plan includes concentrating crane manufacturing capacity in

Europe into three facilities, dropping production at its Salo plant in Finland. In the USA Hiab's truck-mounted forklift manufacturing plant in Ohio will be closed, with manufacturing consolidated to a joint Cargotec production unit in Kansas.

Electric delivery for LTS

UK-based aerial lift rental company, London Tower Service, has taken delivery of its first zero emission electric delivery truck.

The new vehicle, built by Modec, is already in service, delivering electric scissors and alloy access towers across the London Docklands area, the City and West End of London.



The new Modec electric delivery truck opposite the Millennium Dome - O2 Arena

New 140 tonner for M&M

M&M, the Uxbridge-based crane rental company, has taken delivery of a new Terex-Demag AC120-1 five axle All Terrain crane with 140 tonne rating.

As soon as the crane arrived it went straight to work and has not stopped since. The company says that its compact dimensions - including a 2.75 metre wide chassis - allows it to go anywhere its 80 tonner goes and yet its 60 metre main boom plus 17 metre swingaway provide the reach of larger cranes.



Julian Dyer (L) of Terex hands over the new AC140-1 to Maurice Tierney, owner of M&M.

Manitowoc expands Italian plant

Manitowoc has opened the latest expansion to its crane production facility in Niella Tanaro, Italy and confirmed the move of all two and three axle All-Terrain crane production to the plant. The facility already manufactures two Grove Rough Terrain crane models.

Other parts of the Niella plant, which is close to Turin, builds Potain self-erecting and top-slewing tower cranes. It was opened in 2000 and now has 24,000 square metres of covered production space on its 81,000 square metre site.



The plant expansion at Manitowoc's plant in Niella Tanaro, Italy, was formally opened in late October

Kalmar strengthens its hand in Italy

Cargotec, owner of Hiab and Kalmar the port crane and reach-stacker manufacturer, has acquired 80 percent of two CVS service companies in Italy, CVS Technoport and CVS Service. The remaining 20 percent holdings in each of the two companies will remain with the CVS Ferrari Group. The combined revenues of the two companies in 2007 was around €8 million and the two companies currently employ 65 people. The two companies will operate under the name Officine Cargotec Ferrari, and will focus on developing their services to container and material handling customers in Italy.

Online service training from Genie

Genie has announced the introduction of an online service training programme that will allow technicians to develop their technical ability and familiarity with the servicing of the company's products. The interactive training covers everything from troubleshooting to repairing and routine servicing.

The online service training course begins with a 12-lesson basic electrical theory programme. At the end of each lesson, the technician can participate in a quiz to review the information. Technicians who participate will need a computer with Internet access and a registered Genie account. The technician must score at least 80 percent to pass the final exam. A printable certificate of training is then provided for the successful completion of the course. A second online course on hydraulic theory is planned, followed by specific product courses. All online service training will be offered to customers free of charge.

Channel Islands access

Nigel Blandin founded a new powered access rental and training company in Jersey, named 4 Hire. The company has purchased a number of Haulotte aerial lifts to kick off its fleet.



Craig Rooke of Haulotte (L) hands a Haulotte Compact 12DX Diesel scissor over to Nigel Blandin of 4 Hire

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New access awards

The International Powered Access Federation (IPAF) in partnership with KHL has announced the first international awards specifically for the access industry aimed at celebrating and rewarding best practice. The trophies will be awarded on 2nd April 2009 in Dublin, Ireland after the IPAF Summit.

The awards are open to all companies, not just IPAF members, although there are a number of awards reserved for IPAF members, notably the New IPAF Training Centre of the Year, and the IPAF Instructor of the Year.

Companies and individuals can enter themselves or nominate others and can submit entries for more than one award and more than one entry per category.

There is no charge for entries which must relate to work done in 2008. Deadline is 30th January 2009. Further information and entry forms are available at www.ipaf.org/events

Four new records for Vertikal.Net

Vertikal.Net, the cranes, access and telehandler portal, achieved four new records in October, with 4.5 million hits, 91,000 visits, 1.3 million pages viewed and 143GB of bandwidth consumed.



Brandon cuts 170 jobs

Rental company Brandon Hire - part of the Wolseley Group - has announced that it is cutting 170 jobs across the business to reduce its cost base. Tim Smith, managing director of Brandon Hire said: "There is a need to adjust our business to the prevailing market conditions. Brandon Hire has grown in size and profile in recent years and benefited from Wolseley's investment in the business following the merger of Brandon and Hire Centre. Because of changes in market conditions and because we are now better integrated within Wolseley UK, it is necessary to streamline support services as well as some branch-based and operational roles."



The new Sennebogenstraße (l - r) Walter Sennebogen, Mayor Manfred Krä, Erich Sennebogen senior, Lord Mayor Markus Pannermayr, District Administrator Alfred Reisinger, Erich Sennebogen junior

Sennebogen opens new Plant

Crane and materials handling manufacturer Sennebogen has completed and opened its new €30 million, 125,000 square metre Sennebogen 2 production, engineering and administration facility in the Straubinger Hafen business park, Straubing, Germany.

The company decided to locate the facility in Bavaria, in order to benefit from the experienced and highly qualified personnel in the region. It now has four production plants - three in Germany and one in Hungary.

Chief executive Erich Sennebogen said: "In the future we will be able to react even faster. With optimised processes from goods delivered to the dispatch of machines, allowing for increased planning reliability and shorter turnaround and delivery times."



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UPRIGHT

AND MORE...



(L-R) Rick Mustillo, Ignacio Lebrero Martinez of Matilsa and Frederic Allier of IPS

Viva Ibérica

IPS, the UK-based international parts and service company, has officially announced the opening of IPS Ibérica, a joint venture with Spanish manufacturer Matilsa.

IPS and Matilsa will set up a 50/50 joint venture - IPS Ibérica - with a significant parts inventory located at the Matilsa facility in Zaragoza, located roughly half way between

Madrid and Barcelona. The facility has high speed rail and air links to the rest of Spain.

The company will have dedicated employees, trained by IPS to identify and source replacement parts for most brands of aerial lifts.

This expansion joins other IPS operations in the UK, Australia, France, Finland and most recently South Africa.

11 die in Chinese hoist accident

Eleven construction workers died and a further 12 were injured on a bridge construction site in South West China last month. The men were travelling on an aerial ropeway/gondola system from the bank to the bridge when the 'container' they were in fell onto the part-built bridge deck after a cable snapped.



The accident occurred in heavy rain on the Furongjiang Bridge, currently under construction near Chongqing city. Nine workers were declared dead at the scene and two died on the way to hospital. Eleven of the 12 injured are in serious condition. Work safety officials are currently investigating the cause of the accident.



11 workers died and 12 more injured (11 seriously) after the 'container' they were travelling in to get to work fell after a cable snapped.

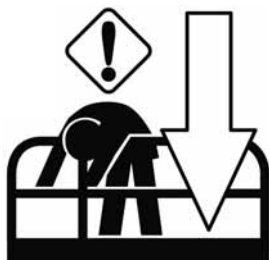
New emergency controls symbol

Aerial platform manufacturer members of IPAF have agreed to adopt a new symbol/decals that will clearly signpost the location of emergency descent controls on aerial lifts.

Emergency descent systems and locations differ widely in terms of where they are located and how they operate. The aim of the new standardised decal is to make it easier for those working around aerial lifts to quickly identify the emergency descent controls. The new symbols will be fitted to new machines, but can also be easily retrofitted to existing units.

Manufacturers can download the artwork for the emergency descent symbol from the Resources section of www.ipaf.org. A limited number of free copies are also available from IPAF.

The new emergency controls decal.



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Profits fall at Hiab....

Hiab, has reported flat revenues for the first nine months at €691 million, while order intake fell by almost 10 percent to €661 million. Operating profits for the period, fell by more than 30 percent to €9.5 million, due to increased material costs and problems at its component factory in Narva, Estonia

**....While Kalmar fares better**

Kalmar, also part of Cargotec, saw revenues and order intake improve by almost 13 percent to €1.1 billion in the same period. Operating profits dropped seven percent due to €9 million of project cost provisions.

Manitowoc up 28%

Manitowoc Crane revenues for the first nine months, were \$2.94 billion, an increase of almost 28 percent on 2007, while operating income jumped 34 percent to \$441 million.

Third quarter revenues rose 22 percent and operating income 24 percent. The order book grew by 26 percent to \$3.3 billion. The company says that demand for most cranes continues to be strong, although it has experienced a slowdown in tower crane sales as the credit situation begins to bite.

**Haulotte drops 10%**

Haulotte has reported nine month revenues of €376.8 million, 10 percent down on 2007. The results include a €12.3 million contribution from Bil-Jax, the like-for-like decline is 13 percent for the nine months and 16 percent for the quarter.

**Tadano up 7.5%**

Tadano has posted half yearly revenues of ¥87.8 billion (\$909 million), an increase of 7.5 percent on 2007, while net profits increased 2.7 percent to ¥5.6 billion (\$58 million). The company is projecting full year profits will fall 20 percent to ¥9.2 billion (\$95 million) on flat revenues. Aerial lift and truck loader sales were down while crane exports to Europe, America and the Middle East increased significantly.

Kobelco up 12%

Kobelco cranes has reported first half revenues up 12 percent to ¥195.5 billion (\$1.98 billion), meanwhile operating profits were roughly flat at ¥13.1 billion due to higher material and component costs during the period.

Terex Cranes up 37%

Nine month revenues at Terex Cranes jumped by 37 percent, to a record \$2.16 billion, while operating income rose 73 percent to more than \$300 million. The upward trend continued in the third quarter, although gross margins slipped and a \$15 million charge for a crane recall programme was booked.

The order book at the end of September was \$1.9 billion, compared to \$1.7 billion last year, however the non-booked orders, mostly in North America, now stand at \$648 million.



Terex says that demand remains strong for larger capacity cranes, particularly larger crawler, tower and rough terrain cranes, while demand for boom trucks and smaller truck cranes is softer.

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Genie profits plummet

Genie, has reported net sales for the nine months of \$1.77 billion, up 1.5 percent on the same period in 2007. Operating income fell nearly 30 percent to \$253 million. The order book at the end of September was 60 percent down on last year at \$257 million, a 39 percent drop on the quarter.

Third quarter revenues dropped nine percent to \$514 million while operating income plummeted more than 80 percent to \$21.3 million, due to higher costs, particularly steel. Terex expects aerial lift and telehandler sales to fall by around 30 to 40 percent in 2009.

Palfinger up 20%

Palfinger has reported nine month revenues of €607 million, up more than 20 percent on 2007. €58 million of the increase came from acquisitions, with Wumag adding €10.25 million. Organic growth was €44 million of which €31 came from cranes.

The trend in the third quarter was less positive, with revenues up just 12 percent at €184 million, due to a slower order intake and a longer annual holiday shutdown this year. pre-tax profits dropped 37 percent to €14.2 million, which includes a significant increase in interest costs.

Manitou up 7%

Manitou, has reported revenues for the first nine months of just over €1 billion, 6.6 percent higher than last year. The company says that revenues slowed sharply in the third quarter, but were still three percent up on 2007.

Telehandler orders in the third quarter fell by more than 60 percent, while nine month sales increased 6.6 percent to €682 million. Industrial equipment sales increased 24 percent to €77 million while aerial lifts remained steady at €68 million.

Skyjack revenues slip 7%

Nine month revenues at Linamar's industrial division, largely Skyjack, were C\$389 million (\$338 million) - 6.8 percent lower than in 2007, while operating income dropped more than 40 percent to C\$35.3 million (\$31 million).

Third quarter sales fell 21 percent to C\$108 million (\$94 million), while operating income plunged 84 percent to C\$2.4 million (\$2.1 million). Margins were hit by lower volumes, lower margins on boom and telehandler sales and a shift to smaller lower margin scissor lifts.

Profits halved at JLG

JLG has reported a 12 percent fall in revenues to \$742.1 million, and a 56 percent fall in profits to \$50.2 million for its fourth quarter to the end of September. Full year sales up more than 20 percent and profits up by more than 35 percent, however the 2007 numbers only include 10 months revenues. Sales in North America, declined more than 20 percent while Europe dropped five percent, and emerging markets continued to grow. The order book at the end September was down 61 percent to \$330 million.



Bronto up 25%

Bronto, the truck mounted lift producer, has reported revenues for the first nine months of \$95.5 million, 25 percent up on last year. Operating income fell eight percent to \$8.6 million due to higher component costs, sub contracting and a bad debt from the failure of Blueline its former UK distributor.

The company's backlog at the end of September was \$175 million, 32 percent higher than at the same time last year. Bronto is in the process of ramping up production in order to cope with order intake that has consistently outpaced its capacity.



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- **OSHA** has published the new draft standards C-DAC which is available for comment until December 8th.
- **Brødrene Jørgensen** of Bergen Norway, the Skyjack, Nifty and Faresin distributor, has celebrated 20 years in the access business.
- Two New York City **tower crane operators/erectors** have been fined \$25,000 each and had their licenses suspended following a fatal accident in September.
- **Access Hire Nationwide**, the UK-based van mounted lift rental company has ordered **Aldercote** lifts on LDV vans.
- **Genie** has appointed **David Brotherton** as product manager for its articulating boom lift range.
- The **ARA, AED** and **AEM** have urged the United States Senate and House of Representatives to take action to pass a package to help the equipment industry.
- **Instant UpRight**, the alloy access tower manufacturer has appointed **Santiago (Santi) Araya** as its district manager for South America.
- The US based **AEM** has added Ron Defeo of Terex and Sir Anthony Bamford of JCB to its Hall of fame!.
- **Link Belt** cranes has appointed **Columbus Equipment** as its distributor for all of Ohio and selected counties in Kentucky and Indiana.
- Two **Sumitomo** crawler cranes rigged with similar boom and jib configurations, had their booms collapse over the rear while unfolding the jib. One was in Dubai the other in Kansas.
- **ANAPAT** the Spanish aerial lift rental association held an extraordinary general meeting on November 6th to discuss the deteriorating market in Spain.
- **Arbeitsbühnen Buchtmann and Spielhoff** **Arbeitsbühnen** have become the first two German rental companies to buy **Matilsa** self propelled booms.
- **JLG** has launched a series of extended warranties of up to five years for its North American customers.
- **Skyjack** has appointed **Herc-U-Lift** of Maple Plain, Minnesota as a dealer for its complete VR telehandler product line.
- **Structure Flex** of the UK and **Bash-P** of the UAE have agreed a joint venture to manufacture and rent proof-testing bags, ranging from 5 to 35 tonnes in the Middle East.
- **Trojan Battery** has announced a number of new engineering appointments as part of its growth strategy.
- **HSS Hire** has been re-awarded with Type B accreditation from the UK Accreditation Service.
- **Power-Lift** the German-based access equipment distributor celebrated its fifth anniversary earlier this month.
- **Kalmar** has won a new five year contract to supply its Rough Terrain container handler/reach stackers to the US Army.
- **United Rentals**, which operates the worlds largest aerial lift fleet is planning to close a further 30 locations after revenues fell 11%.
- Aberdeen, UK-based **EnerMech**, has acquired the crane division of Norwegian based **Bjorge ASA**.
- **JLG** is launching a new standard series of quick fit attachments for all three of its North American telehandler brands.
- **Loxam** has opened a general rental store in Dublin, until now it has only offered Access in the UK and Ireland.
- **Haulotte** has appointed **Craig Rooke** as account manager for the South of the UK.
- **Glynn Goodwin** divisional sales manager at **Genie** in the UK has left the company
- **JLG** has announced that it will re-brand **Gradall** telehandlers as **JLG** from the end of this year.
- Chinese crane and concrete pump manufacturer **Sany**, will build a new facility in Germany, for local assembly, Research & Development and training.



Santiago Araya



Craig Rooke

- **Instant UpRight**, the alloy access tower manufacturer has formed a new partnership agreement with **Industrial Access** in Romania.
- **Florida Lift Systems** of Tampa, has been appointed as a **Toyota-Aichi** aerial lift dealer.
- **Loxam Access**, Holland has purchased eight new **Hitachi** HX99B-2 32ft platform height crawler mounted boom lifts, while **HWS Verhuur** ordered four HX99B-2 and two HX64B-2
- **Trojan Battery** has appointed **Jeff Elder** as chief operating officer and **Bryan Godber** as vice president, renewable energy and new business development.
- Israeli company **Skybot** has invented a robotic window washing system that safely cleans high-rise windows faster and cheaper than human teams.
- **Alan Dotts** has been appointed manager, aerial work platforms, for **Toyota Material Handling** the **Aichi** distributor in the USA.
- **Konecranes** has acquired the business of the Canadian overhead crane company **Provincial Services Crane Specialists**, of Allanburg, Ontario.
- **Essex Crane**, the Chicago-based crawler crane rental company, reported a 42% increase in operating income.
- **Manitowoc** completed its acquisition of food equipment company **Enodis** in late October.
- **Nifty Lift** has appointed **Destination Bulgaria Ltd**, now trading as **Lifto Center**, as its distributor in Bulgaria.
- **Active Rentals** the Hamilton, Scotland-based powered access specialist has appointed Ronny Traynor to the new position of general manager.
- **Phil Allan** has purchased the assets of **Allan Access** from the administrator for £315,000, unsecured creditors will lose more than £640,000.
- **Debbie George** of **Genie** has been appointed global brand marketing leader for **Terex Aerial Work Platforms**.
- **City Lift** has taken delivery of the first 21 metre **Nifty 210SD** in Denmark
- Australia's **Coates Hire**, has appointed **Leigh Ainsworth** as its new chief executive.
- **Skyjack** has finalised a new dealer agreement for its VR telehandler line with **Papé Material Handling** of Eugene, Oregon.
- **Peter Hird** has opened a new depot in Doncaster and promoted **Phillip Moss** to director.
- The **Nifty on Tour** demonstration programme that kicked off in Germany earlier this year has been extended and will shortly move to Sweden.
- **Merlo UK**, has appointed **CBL Bristol** as its dealer for construction products in Bristol and the surrounding region.
- **Manitex**, the US-based boom-truck/crane manufacturer, has appointed **Phil Fridley** to its executive team as director of operations.
- **Spider**, the suspended platform company, has appointed **Jason Atkinson** as district sales representative for its Vancouver location.
- The restored Clydebank **Titan** crane in Glasgow, Scotland, has received a top international award for Architecture
- **Daan van der Poel**, owner of **Eurosupply**, and his wife **Caroline** are participating in the 2008 Amsterdam-Dakar Challenge with his 2CV Dakar Duck.



Jeff Elder



Debbie George



Daan van der Poel with Dakar Duck 2

- The contractor responsible for the tower crane that collapsed in **Bellevue** in 2006 has agreed to pay a \$9,200 fine and drop its appeals against safety violations.
- Five children were killed and two injured in **Zibo City**, Shandong Province, China, after a tower crane collapsed on a kindergarten.
- **Manitowoc** has appointed **Elias Chakour** and **Keith Crider** as North American regional business managers, responsible for Manitowoc crawler and Grove mobile cranes.
- **Terex Aerial Work Platforms** has appointed **Tim Maxson** as plant director at **Terex Load King**.
- **JLG** has confirmed that **Tim Hatch** will take over from Wayne MacDonald as vice president engineering.
- **Manitex**, the boom truck and rough terrain forklift manufacturer has acquired **Crane and Machinery Inc.** and **Schaeff Inc.** for \$3.7 million.
- Production units of the **Logicrane 25.25** telescopic crawler crane built by **Crane Business** in Holland and unveiled at SED are now shipping.
- Finnish based **Ramirent** has appointed **Grigory Grif**, 43, as its country manager, for Russia.
- **Manitou** has completed its acquisition of **Gehl**.
- **Hertz Equipment Rental** says that it has increased its short term rental rates in the USA and Europe by 10%.
- **Ahern Rentals**, the Las Vegas based aerial lift and telehandler rental company, has reported nine month revenues up 20% while profits slipped 28%
- Scissor lift manufacturer **MEC** has announced revenues for the first nine months up 5% up on the same period in 2007.
- International rental company **Cramo** has reported nine month revenues up by more than 23%, while profits climbed 7%.
- **Tanfield**, owner of **Snorkel** and **UpRight** has appointed a new nominated advisor and broker and taken the opportunity to release a trading update.
- Baton Rouge-based rental company **H&E** has reported nine month revenues up by more than 13 percent, while profits slipped 10 percent.
- **Ramirent**, the international rental company has posted nine month revenues up almost 17%, while profits dipped 18%.
- **Terex AWP/Genie** has appointed **Mike Samora** as global director of marketing solutions.
- **TTS** the Norwegian based container handling and marine crane manufacturer has reported a 71% increase in its 9 month revenues and issued a highly positive outlook.
- **Finning International** has reported a 5% increase in nine months revenues, while the latest quarter rose 10% with marginally higher profits - **Hewden** continues to lag.
- **Lavendon**, Europe's largest aerial lift rental company has issued an interim statement showing revenues up 36% with a "good improvement in margins".
- **Harsco Access** services which includes **SGB**, **Hünnebeck** and **Modern** has reported nine month revenues up by more than 16% and profits up by over 18%.
- **Palfinger** has reduced its Austrian work-force by 91 and has gone onto short-time working from January 2009 because of the weak market.



Tim Hatch



Mike Samora

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ANSI models shown.



Top of the stack

C&a big scissors

What comprises a big self propelled scissor lift? Talk to a dozen people in the industry and you are likely to get a dozen different answers. Certainly anything over 50ft definitely qualifies. Increasingly though it is being applied specifically to the products that have been made popular by companies such as Holland Lift and Liftlux, now JLG-Liftlux.

With lift capacities averaging more than 800kg, lift heights of up to 34 metres and platforms as large as 9.6 metres by 2.8 metres, everything about this type of lift qualifies as big. More recently there has been a trend towards tall narrow, heavy duty electric machines, currently topped by the Holland Lift 280N with almost 100ft working height within an overall width of 1.3 metres/50 inches.

The sector is growing

The expansion of this market has drawn in a number of producers, including German based PB Liftechnik and HAB, and UK-based UpRight via its Dutch partner Omega Lift, which also builds such machines under its own brand.

The concept of a heavy duty scissor lift is hardly new, Holland Lift is celebrating its 25th anniversary this year (see following story) while Liftlux is 15 years old. In the beginning though these expensive machines were purchased largely by Dutch and German rental

companies, happy to pay the premium for what they considered to be the ultimate scissor lifts. In markets such as the UK, and most of the rest of Europe, the notion of paying up to double the price for a 40 or 50ft lift that still only went up 40 or 50ft and which would at the end of the day be rented out for the same price as the British or American built models made no sense to rental company buyers. Better to buy a larger number of lighter weight models.

At the lower end of the heavy duty market this is still the case although the pricing differentials are far more modest. What has changed though is that as both Holland Lift and Liftlux introduced lifts above 50ft, and added other specialised models such as high narrow electric scissors and high capacity large platform models, so rental companies in other parts of Europe began to buy them for specific clients or applications.

Even in the UK where price or rather value is king and 'bells and whistles' are not really appreciated - at least in the rental market - several hundred such lifts have been sold over the past five years. Even Nationwide, where at one time if a salesman claimed his product was specialised or niche he would be politely shown the door, now runs a fleet of around 100 such units following its recent merger with The Platform Company.

What has changed is that users are becoming more discerning as the use of aerial lifts continue to grow. More sophisticated contractors now understand that the right machine can help transform the way they do certain jobs, saving them money while improving safety and keeping

JLG Liftlux produces a wide range of heavy duty big scissors, which top out the JLG scissor range.



the skilled men who use them happy and productive.

A glimpse at Platformers' Days in Germany shows how big a deal big scissors are and this is without Holland Lift.



Racking installation contractors are increasingly looking to install the racking before the cladding as it gives them better access to bring the materials in and to access the aisle ends. As a result of this change, manufacturers of narrow aisle high lift scissor lifts have had to look at designing them for outdoor as well as indoor use. Not an easy challenge when you have a 20 to 28 metre scissor stack on a 1.2 metre wide chassis!



Installing high rise racking is a big application.

One of the key applications for the high-reach, narrow electric scissor lifts has been the construction of high cube automated warehouses and distribution centres which are often more than 20 metres high. These big narrow scissors are ideal for the installation of the racking systems, not to mention fitting out overhead items such as lighting, heating & ventilation and sprinkler systems. In parts of continental Europe where these massive warehouses are more common, heights are now approaching 30 metres. In addition to this, contractors have discovered more efficient ways to build them. Typically the steel frame goes up first followed by the concrete slab, the cladding and finally the racking company typically moves in with the fit-out trades.

To the rescue came Genie when it launched its GS3232 in 2006. Little could it have realised that the concept of putting levelling jacks on a narrow aisle electric scissor lift would be quickly adopted by the makers of these big beast scissor lifts, rather than copied on mini scissors.



big scissors



PB offers levelling jacks on all of its narrow scissors which now range to 20m high on a 1.2m chassis.



The big scissor producers have taken different approaches. PB for example which is rapidly expanding its presence in this market, has taken the Genie concept, beefed it up and now offers it as an option on all of its big electric scissors, allowing the machines to be levelled on slopes or to set up on a curb. The jacks can also ensure that the machine is perfectly level prior to elevating, thus providing greater stability than a machine that is off level by a degree or two, helping it to pass calculations for outdoor use which require wind to be taken into consideration.

Holland Lift has modified the concept slightly on its new 28 metre narrow aisle scissor lift, angling its jacks outwards by a few degrees, so that not only is the machine levelled when the jacks are down, but it also gains a few millimetres width, adding further to the machine's stability, or at least saving some counterweight.



On the new 28 metre platform height Holland Lift N280 the outriggers are angled to provide a 1.3 metre width.

The other accoutrement that these big electric scissors are increasingly acquiring is four wheel drive and in some cases four wheel steer. Sounds like the world has gone mad? Well not really, when you consider that these behemoths weigh up to 20 tonnes and feature massively stiff chassis, it begins to make sense to power them from both ends. It is also possible, of course, that four smaller motors are less expensive than two big ones? Four motors will also provide four wheel braking. The four wheel over centre steering, provides extra manoeuvrability which help these units, negotiate the narrow aisles in which they have to work, particularly when turning at the top end of a run.



The tallest ultra narrow machine is the 28 metre Holland Lift N280 which offers a working height of 30 metres

Rough Terrain

When it comes to big rough terrain scissors, the recent pace of development has been slower. There have been very few introductions among the major players, Skyjack, Genie, JLG and Haulotte. In recent weeks UpRight has teamed up with Omega Lift in Holland to launch a new range of heavy duty big scissors while Iteco has added a 17 metre platform

height electric RT, joining MEC in the big battery powered Rough Terrain market.

Cladding machines

A long-time favourite user of big RT scissors has been cladding companies which appreciate their ability to cope with the ground conditions around a new-build 'big-box shed', along with their big decks and decent lift capacities.

Over the past 10 years or so Skyjack has been a driving force in this market with its 9150 which was something of a special unit when it was first introduced, being larger than other models on the market and featuring a self-centering scissor stack and big double deck extension platform.

David Meek the founder of the UK rental company of the same name, which was ultimately acquired by The Platform Company, (now part of Nationwide Platforms) is most often credited with being the originator of the double-deck idea. The story has it that he challenged Wolf Hessler, the then owner of Skyjack to develop a six metre or more extended platform that could carry the longer cladding panels then coming into use. The idea to add a second deck extension was thus born and the rest is history. The current demand is frequently for seven metre extended platforms to handle the longest panels and most manufacturers now offer this.



MEC is now offering a range of larger battery powered RT scissors

Taking this cladding concept a stage further, a number of companies have introduced cladding panel manipulators to fit into the extended platforms of such big scissors. Nationwide Access was one of the pioneers of this concept with its Powerclad system, which when teamed up with a telehandler claimed to drastically reduce the time taken to clad a building, installing more than 30, seven metre long panels a day. Paul Cummins an interim owner of

The original double deck - the Skyjack 9250





Nationwide Platforms operates more than 100 'Heavy Duty' scissor lifts

the aforementioned David Meek worked with JLG to launch a similar cladding manipulator under the Blue Sky brand. However in spite of its huge productivity and manual handling advantages they just did not catch on to the degree that many had hoped.

As you might expect Genie, JLG and Haulotte all offer products that touch this market along with Skyjack. All compete with 30, 40 and 50ft scissor lifts which are more than high enough for most US or UK buildings of this type. In fact many,



The first Holland Lift G320 in the UK purchased by Access Rentals

if not most 40 and 50 ft scissor lifts have been purchased more for their deck size than their height. As a result some manufacturers have put big dual deck extensions onto 31 ft models. The benefit in addition to lower cost is often a higher platform capacity.

The top end

Most of these products while more than up to most cladding work, look like puppies alongside the true giants of this sector, such as the JLG LiftLux and Holland Lift Megastars. These monsters offer up to 34 metres of lift height and 1,000kg of lift capacity and are the titans of the aerial lift market. A surprising number of these big lifts are kept busy in the UK, with companies such as Hi-Reach, Hewden, Lavendon and Access Rentals all operating models with over 30 metres lift height. Before that Dutch companies such as Doornboss had a large proportion of its 30 metre fleet almost permanently based in the UK.

The latest Introductions

Italian manufacturer Iteco introduced a heavy duty 50ft RT scissor at the recent APEX show, with a full Bi-Energy - Diesel and Electric, giving it a unique selling feature in this sector. The company has also released a 56ft battery powered Rough Terrain model, the IT17210, with a 2.1 metre overall width, overall length of under four metres and two metre deck extension, providing a 5.4 metre long extended platform.



Iteco has launched a range of Bi-Energy and Electric heavy duty Rough Terrain scissors with working heights to over 60ft/19m.

Another manufacturer MEC is also expanding its range ever upwards and reports strong interest in its 91ES electric Rough Terrain models with platform heights of up to 41ft. Airo of Italy has had some success with its 12 metre scissor lift models which have quickly become its best selling product, The company is looking now to expand sales of this range to new markets.



Airo produces RT and electric scissors up to 19 metres with double decks, but its best seller is now a new 12 metre electric model.

UpRight, a significant early player in the big scissor market from the earliest days with its rugged Flying carpets was also a major participant in this market in the 1990's with its LX range which proved highly popular but was eventually let down by poor paint quality and

ongoing axle problems. The company has now moved into the heavy duty market signing an agreement with Omega Lift of Holland to produce UpRight branded 'Dutch style' scissor lifts. The latest model from this route is the new 67ft/20.5m platform height HX67RT (H = heavy duty, X = scissor) which joins the recently announced X80ND narrow diesel 4x4 and X28T tracked scissor lift.

The new lift will top-out a new three model family of heavy duty RT scissors with heights 43ft/13 metre, 53ft/16 metre and 67ft/20.5 metre platform heights and according to UpRight, more to come in 2009.



UpRight launched the X80ND at APEX.

The new range will include fully automatic levelling jacks and oscillating axles as standard and a 7.5 metre x 2.4 metre extended double deck platform with up to 800kg lift capacity - enough for four people plus about 450kg of tools and materials.

UpRight has just announced the HX67RT - one of a family of heavy duty RT scissor lifts.



25 years on

The large heavy duty scissor lift first reared its head in the early 1980's born out of the cancellation by MarkLift of its Dutch distributor, Amsterdam-based Neirstraat. The company had done particularly well with MarkLift's 40ft electric scissor lift and finding it difficult to replace, commissioned consulting engineer Martin Haak to copy the Mark design.

Knowing nothing about aerial lifts Haak measured up the Mark scissor lift and set about creating the Nitek 122E, something similar that offered more rigidity and met all German standards. Nitek built 22 units before getting into financial difficulties and going bankrupt. Haak had not been paid for his work and so went to see the administrators and demanded his drawings back, claiming to have retained title until he was paid. He succeeded in this endeavour and while deciding what to do with the designs, was called in by Hooghovens steel works following a serious accident with one of the MarkLifts used around its coking towers. While asking him to investigate what had happened, they also revealed a need for a further five scissor lifts. Thinking on his feet Haak responded: "I have a company that makes such machines." When asked what the company was called he had to think even faster and blurted out Holland Lift.



The man who started it all remaining in the background at the recent Holland Lift ceremony

Having been asked to make a quotation Haak went to Amsterdam the following morning and registered the name. He won the order for the five Hooghoven units and this became the new company's first order. The next came from Peter Kauderer of what was then Maltech - the German aerial lift rental company - now Mateco. The company ordered a number of the 125EV which was essentially the Nitek design with a traversing deck, which also increased the platform height by 300 mm.

In order to bring manufacturing skills into the business Haak founded the company with Gerritt de Gier, who came from a family of fabrication experts.

Over the following years the company expanded, the product line and went from strength to strength while making its scissor lifts stronger, more

specialised and more reliable, although expensive compared to the mass produced products built by American-based manufacturers. Haak then made another breakthrough in the early 1990's with the Monostar scissor concept, featuring two massive square box section scissor arms rather than four lighter ones for each rise. The arms were clamped tightly together with massive pins providing an exceptionally rigid mechanism with a narrow profile. The concept has since been adopted by other manufacturers and its use is now quite widespread.

Disaster strikes

In 1993 disaster struck when it was discovered that a number of lifts had been built with incorrectly specified pivot pins. Put simply they were too rough and after a period of pressure washing became worse, causing the scissor arm bushes to wear prematurely. Before the company had time to truly assess the extent of problem their accountant told the company's



Holland Lift opened a third facility earlier this month seen here from its main assembly plant



(L-R) Pieter Boogert, the mayor of Hoorn Onno van Veldhuizen and Menno Koel at the opening of the company's third production facility

bank that they might be facing DFL2 million worth of claims! The bank immediately called in its loan which totalled a similar amount to the 'potential' claim and effectively put the business into administration. It was quickly 'rescued' by MBB which was then part of Daimler Benz and had already taken over German scissor lift manufacturer AZ. The company owned the Dutch manufacturer for four years, during which time little happened, except a small group of employees left with copies of the companies latest designs in their heads if not on paper and started up in competition.

Terex moves in

In 1998 Terex, looking to expand in the lift business, purchased Holland Lift from MBB which wanted out of the access industry. What possessed Fil Filipov of Terex, which was following a 'pile-it-high, sell it cheap', no-frills philosophy at the time, is anyone's guess. Holland Lift products were high quality, top-of-the-range niche. After the usual management and staff shedding that Filipov became known for, he attempted to build volume, but the product was never going to be mainstream and quality suffered. These were grim days for Holland Lift. Terex did not take too long to realise that the remnants of Simon, Marklift and Holland Lift were never going to do it for them and the businesses were targeted for disposal.

Independent again

After an aborted deal with Haulotte in 2001, Holland Lift was surprisingly purchased in 2002 by Roger Tracey a neighbour of Filipov's in Chicago and owner of Stoneham, a construction equipment producer. The two company directors, Menno

Koel and Pieter Boogert, who had attempted an earlier MBO of their own, gained a minority stake in the business at the same time.

In the past six years Holland Lift has expanded its product line, adding a number of narrow aisle, ultra-high electric scissor lifts along with additional features for its Rough Terrain models. It also signed a licensing agreement with Haulotte, which was intended to free-up production space, more than doubled its production space and developed the UK from nothing into a significant market. At the end of 2007 the two directors teamed up with a small Amsterdam-based private equity firm to buy Tracey out while boosting their share in the business to 40 percent. A few months later it acquired a 25 percent stake in its UK dealer Russon Access, which it has since been boosted to 40 percent and expanded its German-based parts and service business - ServiTec - into Holland.

As the company goes into 2009 and its 25th anniversary, it is sitting on a 14 month order book and looks set to achieve record revenues. Happy Birthday Holland Lift.

Holland Lift celebrates 25 years in 2009.



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By choice or default?

Will the self erecting tower crane ever truly rival the telehandler as the preferred equipment choice on the small to medium build or is it being overtaken by the City tower crane? Mark Darwin attempts to answer these questions and more as he reviews the self erecting tower crane market.

Visiting construction sites over the last 25 years, I have always been intrigued as to why the UK has never adopted the self erecting tower crane (SETC) the preferred choice on smaller developments elsewhere in Europe. I know that the UK construction industry dislikes change and is wary of 'new-fangled' ideas, but here is an item of equipment that for many contracts offers increased speed and safety and is environmentally friendly.

The first self erectors arrived in the UK around 50 years ago and more recently have become a more familiar site. In fact over the last few years, their presence has grown significantly, albeit from a small base. There are however now two other items of equipment - the telehandler and the small City crane - that may slow further significant progress. Over the past decade or so the telehandler has elbowed its way past the backhoe

loader as the 'must have' item of site equipment helped by the mass adoption of palletised loads.

For some though, the safety and visibility aspect of placing packs of bricks at the upper limit of a 20-30 metre telehandler is a little scary.

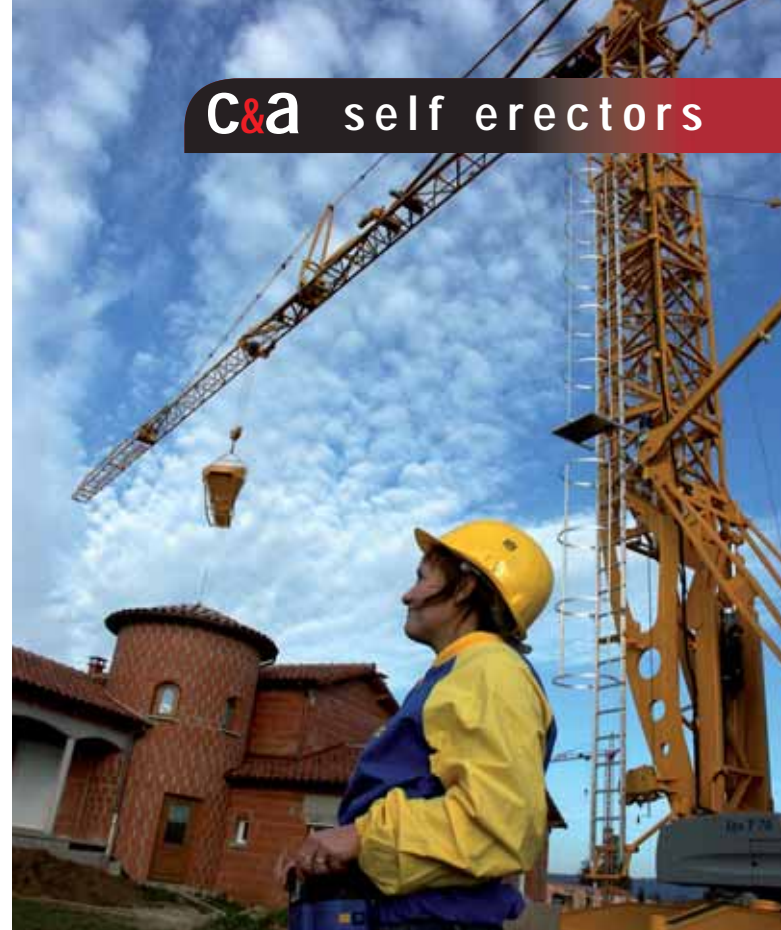
"I am not going to condemn telehandlers but when working two

Another tight situation for a self erector



storeys and above there are more economical ways of doing things," says Seamus McMenemy, chief executive of Irish manufacturer Mantis Cranes. "Self erectors have numerous unrecognised benefits and on the right sites, we have shown savings up to 45 percent." But because of its popularity there are now huge large numbers of telehandlers available for hire - and given the current economic 'crunch', they are available at increasingly competitive rates. If you are going to use a self erector there now has to other good reasons.

"The crane offers better site coverage and is able to deliver bricks, mortar and other material directly to where it's needed rather than setting it on



a loading bay on the periphery of the building," says McMenemy. "This equates to a significant reduction in labour and an improvement in site productivity resulting in a shorter build programme meaning the self-erector can be off-hired sooner. Savings can also be made in groundwork costs as reduced site traffic movements lower reinstatement costs."

Self erectors are also quiet in operation, have the capability to fold away to avoid over-sailing issues and benefit from a small on-site footprint making them ideal for brownfield urban developments. And generally they have a hire life several years longer than a telehandler which rarely remain in a fleet for more than five years.

Getting a self erector in and out of a site can though be a major headache. Up to the recent launch of the Gapo remote controlled power pack (see page 47) an RT forklift was generally the chosen method of loading and unloading a self erector from its trailer and moving it into the final operating position. This created additional cost for the rental company in purchasing and transporting the forklift.

Self erecting doubters point out the erection and folding away envelope of the jib together with a base of between four and five metres square require too much space and that the City type tower crane has a

smaller footprint, is less complicated and therefore less expensive, has a higher lift capacity and additional tower sections can be fitted to raise its height to avoid obstacles such as trees. The largest self erectors can be twice the price of an equivalent lift capacity flat top city crane.

Potain, with its Igo T70, was the first manufacturer to overcome one of these obstacles by offering variable hook heights of between 23 and 32 metres by adding three or six metre auxiliary sections to the crane's standard heights of 15, 17 and 20 metres. Additional lifting flexibility comes from the T70's varying jib lengths. The Igo T70 has a maximum capacity of four tonnes with 1.3 tonnes at its maximum 40 metres radius.

San Marco has also launched a crane that can increase its under hook height. Its new lattice mast

Getting a self erector on site can be a tight squeeze



A Ladybird crane working near the Houses of Parliament, London

45N has a maximum capacity of 1,500kg at 45 metre radius and is the first model in a new series that can add up to four, 2.5 metre tower sections giving various under hook heights from 26.5 - 36.5 metres. The unit has a maximum lift capacity of 6,000kg and final testing and certification is now taking place with production starting early next year.

So there are reasons why the self erector is not as popular as we think it should be but it does have its advantages. The cost of erecting a self erector is half that of a small tower crane saving around £2,500, so for contracts of less than 20 weeks, it has a financial advantage.

Mobile cranes are also an alternative with a mobile perhaps visiting the site twice a week to carry out lifts that have been lined up for it. A self-erector on the other hand is on site around the clock, so materials can be moved when needed. And once contractors get used to the crane being on site, it is used most of the time and no need to have a team of people or a truck waiting on the late arrival of a mobile.

Mobiles may also need to be positioned some way from the building to achieve the right boom



angle for the required over reach. This has two effects: first, the crane may need to be positioned outside the site boundary and second, a higher-capacity crane is needed. This does not of course apply to a mobile self erector, but then that is another beast altogether. Obviously a SETC cannot match a mobile on very short jobs. Because of the cost of getting it to site, setting up and taking it down again, mobiles are generally a less expensive option for jobs of up to six week duration.

Rental costs

Talking to a number of companies the current weekly rental for a 24 metre self erector is around £350 to £420, while a 36 metre might cost £650 to £700, depending of course on the length of the job. To put this in perspective a 20 metre, 360 degree telehandler carries a similar price while a 30 metre, if you can find one is a lot more expensive.

These rates might come under pressure in the year ahead, however, those rental companies we spoke to said enquiries were still coming in, keeping utilisation up and that they are expecting contracts to start in the New Year.

Bromsgrove based Ladybird Crane Hire, arguably the largest self erector rental company in the UK, has a fleet of about 50 cranes but has only 'added a handful' over the past two years, while almost doubling its City crane fleet to 30.

"We operate a fleet of Potain and Comedil cranes which are very reliable but the main problem are the radio remote controls which are often abused and expensive to replace," says Robert Bird, Ladybird's managing director. "The machines have load limiters which mean they are not over-lifting and



Liebherr's 26 K.1 has a 1,000kg capacity at 26 metres and a jib that can be raised to 40 degrees

regular servicing keeps breakdowns to a minimum. We also re-test the cranes every time they are moved."

"The cranes are relatively easy to use with operators competent to operate the machine after completing an approved course. The large number of attachments available - such as brick forks, block grabs, tipping skips and mortar trays, can also remove a lot of the slinging problems as well."

In much of continental Europe, self erectors are owned by the builders, who set them up on any new build themselves, having already installed mains power. With most UK builders preferring to rent their equipment the cost benefits are not quite as clear. Although if builders would truly consider the efficiencies of placing materials right where they are needed, while

reducing noise and site traffic, not to mention the advantage of having a crane on hand at all times, we might see more self erectors that we currently do. There are many contracts where the self erector is the ideal choice but unfortunately, it is not even considered by many contractors.



Self erectors are often found in unusual situations

The latest product launches:

The **Potain Igo 30** - built at Manitowoc's Niella Tanaro facility in Italy - is the largest in the range able to move with full ballast on a single truck. Available with either a 28 metre or 30 metre jib, it has jib tip capacities of 1,000kg and 900kg respectively. Maximum capacity for both versions is 2,200kg, while under hook height is 20.5 metres and the jib can luff to either eight or 20 degrees.

Liebherr 26 K.1 is the smallest fast erecting crane in its range with a 2.5 tonne maximum capacity and 1,000kg at its maximum radius of 26 metres. The 23 metre basic hook height jib can be increased to 37metres by raising the jib to 40 degrees. The crane, which features a telescopic mast, has a retracted hook height of 14 metres and a 160 degree obstacle avoidance range regardless of jib position.

San Marco's latest is the **45N** which offers 1,500kg capacity at a radius of 45 metres, while a 30 degree luffing angle gives a maximum under hook height of 56 metres. Mast height varies between 26.5 metres and 36.5 metres by adding 2.5 metre long tower sections and the unit has the unusual option of a cab.

Latest **Cattaneo** is the **CM370** with a 1,000kg capacity at 37 metres and 3,000kg at 15.1 metres. The jib can be raised to an angle of 13 degrees giving an under hook height of just over 30 metres. The unit weighs 16.4 tonnes and has a transport dimension of 13.7 metres long, 2.48 metres wide and 3.2 metres high.

FM Gru has two new models the **RBI 1140** - with a 40 metre jib, capacity of 1,100kg at a maximum height of 24 metres - and the smaller **RBI 724** with a 700kg capacity at 24 metres radius and height of 19.45 metres.

Celebrating its 50th anniversary this year, **Gru Benedini** has launched a new model - the **B37** is a 1,000kg at 37 metre machine which also has remote monitoring which can check and adjust many of the cranes functions.

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This is a modern world

Berwickshire-based family business Rodger (Builders) may be the oldest building/civil engineering contractors in Scotland, but it has certainly moved with the times. Formed in 1846 the company today is at the forefront of modern construction with a growing rental fleet which includes self-erecting tower cranes and female operators.



Ellie Hooper (L) and Rebecca Adam - the first two female self erecting tower crane operators in Scotland

The proportion of woman working in the industry as a whole is just five percent, with an even smaller proportion operating equipment. Rodger's now employs the first two female self erector crane operators in Scotland for its growing fleet of Cattaneo cranes.

Ellie Hooper, 21 and Rebecca Adam, 29, have been put through their paces on the job as well as passing the relevant training and qualifications allowing them to operate the crane.

Director Willie Rodger, who owns and runs the business with brother Charles, explains: "Because of the skills shortage in the Borders, we actively seek to attract women into

the industry and Ellie and Rebecca have quickly settled in to become key members of the team. Ellie heard we were looking for a new employee to operate the self-erector we had just bought. She had previously applied to the Fire Brigade and has sense of determination and a great attitude which I really liked."

"Rebecca came to us after answering an ad. She had some knowledge of cranes when working as a receptionist for a construction firm and this experience and her great personal skills made me decide she would be a positive addition to our team."

"Both Ellie and Rebecca have been well received within the company



and have impressed our clients with their skills," said Rodger. "For example, the Bewater Leslie joint venture has been very supportive of the use of these cranes and woman operators and has sanctioned mentored training on their sites."

Rodger's is now proactive in its efforts to attract women into the construction industry and has vacancies for training as self erecting tower crane operators and slinger signallers.

"I began working in the retail sector but that just wasn't for me," says Hooper. "I really love my job, it's the first job I've ever had where I can say that I actually enjoy going to work."

Hooper learned her trade on the job, working closely with the manufacturers of the cranes as well taking part in a week long intensive course in England. Thanks to this - and hours of practice in the yard - she is now a fully competent tower crane operator and has also qualified as a slinger/signaller. Her first job was a six month spell on a crane at a

site in the yard and subsequently went on the same intensive training organised by Cattaneo distributor Weaving Machinery in England. She is currently operating her crane at the Bewater Leslie joint venture Robertson Water Treatment Works for Scottish Water Solutions. Scottish Water has also made its offices and facilities such as training rooms available as a training base for Rodger's 'mentor training' of five crane operators in the first two weeks of December.

"The support by Scottish Water and Bewater Leslie is very much appreciated by the company," said Rodger.

Rodger's initially added the Cattaneo self erector cranes to its hire fleet because it was the only item of lifting equipment that could access a remote site and do the job.

"We were initially approached by Bewater Leslie to supply a crane for the Coulter project" says Willie Rodger. "Originally our thoughts were to use two NCK crawler cranes, but the access to the site was so bad

that we had to look for another solution." Weaving Machinery was brought in with the challenge of ensuring that its largest crane - the one tonne at 41 metres, 25 metre high CM90S4 - could be towed by a tractor the five miles to site from the point where truck could go no further.

The deal was dependant on the machine safely negotiating a series of narrow roads, tight turns and bridges and making it to the site.

"These cranes are still in their infancy in the UK but can reduce build times and improve safety and not just on remote sites," says Rodger. "Demand for our self erector fleet - and our female operators - has certainly increased over the past year and is set to grow further."



Stuart Spence of Weaving Machinery (L) with Willie Rodger at SED this year

Scottish Water Solutions water treatment project at Coulter Reservoir near Biggar for Bewater Leslie jv. After gaining some valuable on the job experience she has now moved on to a second project at Meals Gate WTW where the crane is integral to the reproofing works being undertaken by Border Steelwork for United Utilities. Adam, who joined the company more recently was put through her paces

Still in its infancy?

For many contractors, particularly in the UK, the self erector is often a 'last resort' item of equipment. Still a relatively rare sight, they have been available in the UK for at least 50 years. One of the crane's early adopters was Ken Dunham, father of Dunham Cranes' managing director Alan Dunham, the Ramsbottom/Bury based, UK distributor for Italian-built FB Gru cranes.

The Dunham family business - started by Ken - began in the early 1960's as a local house builder. Traditional construction methods and equipment were used - a tracked dozer and a dumper as well as manually lifting all the materials.

"The dumper would regularly get bogged down in poor ground before being pulled out by the dozer," remembers Alan Dunham. "Moving materials around was usually difficult and all lifting was manual."

Ken however could obviously see the potential of the self erector crane and this culminated in purchasing one in 1978 - the combination of a contract on a very steep hill with very difficult access for the dumper meant that getting materials to the point of use was even more difficult than usual.

The crane purchased was a second-hand tracked Liebherr 12KR - from drainage contractor Donnellan - with a 500kg lift capacity at the end of its 17 metre jib. The machine was relatively

expensive and had numerous reliability problems (including tracks which continually seized up) but was perfect for the small house builder which was building on a single house by house basis. With only 500kg capacity, the packs of bricks and larger items had to be split but overall the machine speeded up the construction and because rubbish could easily be lifted out, the site was much cleaner and safer.

As age began to exasperate its reliability the Liebherr was replaced in 1984 by a Munster 24KA. With double the jib tip capacity (1,000kgs at 26 metres) the unit made a big difference, reducing the amount of work needed to move materials such as packs of bricks and blocks which could now be done in a single lift.

At this point, the crane was only used on Dunham's own house contracts and the concept was still a rarity in the housing sector not only in the Bury area, but in the North West.



This retaining wall had to be built specifically to position the crane



c&a self erectors



Alan (L) and Phillip Dunham

"Everyone who worked or visited the sites thought we were mad using the crane," said Dunham, "however, after benefitting from having materials and tools rapidly positioned at the place of work rather than man-handling them, they all had to agree that it was an impressive bit of kit."



The Munster however also kept breaking down - mainly electrical problems - and was replaced by a new Jaso 4510 in 2004 - with 1,000kgs at 45 metres - which was put out on a long-term hire. It was at this point that Dunham Cranes was formed and coincided with Alan and son Phillip looking for a smaller self erector to their own use and Italian self erector manufacturer FB Gru looking for a UK distributor.

"We looked at a few possible crane manufactures but FB stood out as it manufactures a high proportion of

the crane, including jibs and pins, in-house so is in as much control of the manufacturing process as possible," said Phillip Dunham. "Since taking on the distributorship we have brought in around 25 cranes and they have all been extremely reliable. If there is a problem, many items on the crane can be sourced in the UK, but for our peace of mind and that of our customers we have a sizeable parts stock which includes motors and invertors which are specific to each crane model. While FB is very good on spare parts, this negates any time delay in transporting parts from Italy allowing us to get the cranes back operating usually on the same day."

Since the first FB was added to the fleet in 2005, Dunham's own hire fleet has grown to include nine self erectors and two top slewers. The company is looking to expand this to as many as 25 machines in the coming years. Its most popular crane, with four in the fleet, is the GA 136 which has a maximum capacity of 4,000kg at a radius of 11.5 metres and can take 1,000kgs out to 36 metres. Maximum under hook height is 22.5 metres.

"We work very closely with the manufacturer on product

self erectors C&a

development and constantly feed back ideas on improvements that they usually take on board," says Alan Dunham. "One such improvement specifically for the UK is the addition of a trolley arrestor which raises an arm that stops the trolley from moving in the unlikely event that a cable snaps."

But as a regular user of self erecting cranes over the past 30 years, has the concept become more popular?

"There has definitely been an increased acceptance of the crane over that time, but even now, we have to continually explain what it is and the benefits it can bring to contractors that are not aware of its capabilities," says Dunham.

"Talking to some contractors is like banging your head against a brick wall!"

Phillip Dunham also believes that the self erector will continue to gain in popularity and having recently returned from the SAIE exhibition in Bologna, Italy, pointed



Dunham also distributes Butti attachments.

out that there were probably more self erectors in Bologna than in the whole of the UK, so there is a long way to go.

"I also think that the small top slewer crane - such as FB Gru's new GHS 401 - has great potential in the UK," he adds. "It is a lighter machine overall and needs a much smaller base than a self erector -



FB Gru's latest GHS 401 small top slewer has 'great potential' in the UK

2.8 metres by 2.8 metres compared with 4.5 metres square."

Dunham has just taken delivery of the first GHS 401 in the UK. Designed in six metre modules, the unit can be easily handled and transported to site on one truck. "The units can also increase its height with the addition of more tower sections, unlike the fixed height self erector," says Dunham.

"We recently did a job with one of our self erectors that reduced the build time by three months. This alone saved the client £50,000 in finance costs without even counting any of the other financial savings through having a crane permanently on site," says Alan Dunham. "Demand is growing but even though we have been in the

tower crane industry for 30 years, there is still huge potential in the UK for the self erector."



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Total control

Wireless remote controls are now an accepted every day method of controlling a wide variety of electronic equipment from the TV and computer mouse to keyless car ignition. Lifting devices have for many years used this technology which is now also spreading to the aerial work platform business. Mark Darwin takes a look at the benefits as well as the latest developments.

Wireless remote control of equipment is now virtually standard equipment in several areas, particularly for the control of loader cranes and self erecting tower cranes but it is being increasingly used with aerial work platforms and spider cranes replacing hard wired remotes.



Liebherr's state of the art mobile crane control system, Liccon2 incorporates a sophisticated yet user-friendly on-board computer system with a new generation control system and a new colour touch-screen display below the joysticks along with a revolutionary BTT-Bluetooth mobile control unit complete with its own display.

But while very reliable, wireless handsets are often a problem for rental companies in that they are easily lost or damaged. Robert Bird UK managing director of self erecting tower crane company Ladybird Crane Hire says that remote controls are all too often damaged by users and are expensive items to replace. The damage is related more to



Operators can position themselves at a safe distance.

operator neglect and abuse than a fault with the handset.

The sudden growth of remote controls has been as a result of a number of factors. They are of course less expensive than they once were, and the benefits of increased safety, while making it easier to operate the equipment are increasingly

appreciated by contractors and transport companies. Operators can position themselves at a safe distance from the machine and close to the load being lifted. The ability to move around freely allows the operator to safely handle the dual roles of slinger/signaller and crane operator, not only reducing labour costs but also improving safety. A highly experienced operator is always happier when he can personally check the slinging, but when he is stuck in a cab it is only practical on large a specialised load. By staying with the load he also dispenses with the need for a signaller reducing the possibility of a misunderstanding in communications. The downside that is occasionally argued is that with the operator being well away from the crane he will not sense when something is going wrong with the machine's stability or able to keep an eye on other factors such as tailswing. This is not usually an issue with loader cranes or small tower cranes, but it



is a consideration that must be taken seriously.

A good operator will always position himself where he can keep an eye on both the load and the crane thus having dual feedbacks of interrelated factors.

For the aerial work platform operator the remote control is particularly useful for the loading and unloading the equipment from trailers - always a potentially dangerous situation. This has always been the case with scissor lifts, where the control box is typically removed for moving through doorways or loading. On booms though it is rarely done. Many years ago Peter Hird, the UK based rental company, fitted plug-in wired remotes for the loading of its Genie boom lifts. The idea which the company believed was a major aid to safety never caught on. Perhaps wireless remotes would revive this idea?

Other than this remotes are becoming a more popular item on truck mounted lifts, particularly for set-up and stowing, though they are mostly still hard wired.

Radio remote controls have become more reliable over the past decade and they are easier to install as manufacturers now group wiring systems together. And as interface



components such as sensors and electro hydraulic valves mature they become more easily adaptable for wireless controls not only at OEM

level but also for dealers.

In any type of wireless system there is the potential for interference from other sources. In radiofrequency devices, interference can be caused from the ambient noise floor (radio frequency noise in the near vicinity). This is overcome either by reducing the distance between the remote and the controller on the machine, or having more output power to be stronger than the noise floor, reducing multi-path areas, spread spectrum and proprietary software control of the wireless systems themselves. This noise can be generated by other RF devices, generators, spark plugs and other electrical equipment. Another type of wireless system - infrared - has its own type of interference such as sunlight and artificial light and may need to use light filters to enhance a certain frequency or impede the unwanted frequencies.

The use of a remote control may be the safest way to operate a crane but does not automatically make the equipment safe. Operators must be fully trained before they pick up the remote control system - in the same way as the possible disastrous consequences if someone untrained were to operate the crane from the cab. Operators must also make sure that they can always see the operated equipment. A machine will always respond to the remote whatever the operator is looking at.

People are naturally cautious of new technologies but as they prove themselves are happier and more confident. By being used more and more, remote controls can only grow in the future.

On the right frequency

The use of radio control systems for cranes, loader cranes, concrete pumps and other machinery is now becoming so widespread on large construction sites that the problem of two operators using the same channel - a frequency conflict - is now a major issue.

Repetitive shutdowns of the radio control system would often be the result however several companies - including Autec and HBC-Radiomatic - now have systems that solve this problem.

With radiomatic AFS and radiomatic AFM, HBC-Radiomatic's system selects a free radio channel automatically for uninterrupted operation.

The company has also added a manual frequency switch on many of its products where the operator has to press the designated push button,



and the radio control system will immediately switch over to the next frequency. If this frequency is already in use, the operator can again switch over to another frequency with an additional push of the button. A total of 16 frequencies are available for the manual frequency switch.

This frequency switch is now a standard, no charge feature for all HBC radio control systems with quadrix, eco and technos transmitters as well as

micron, linus and spectrum series transmitters. These systems are still available with fixed frequencies if required.

Automatic channel searching

Italian producer Autec recently launched its Automatic ACS channel search available on its Modular series of joystick or push button controllers which changes frequency automatically and seamlessly without stopping the work cycle. A wider radio spectrum - up to 256 available frequencies - is now available and gives a range of between 100-150 metres with clear line of sight.

Within the Modular range two new push-button handsets include the MK06 and the MK08 and are certified for functional safety by according to EN 954-1 by TÜV Süddeutschland.

Along with the usual ergonomic shape, the new 6 and 8 push-button transmitters are compact and allow the use of different actuator types - pushbutton, toggle switches, rotary switches - and also a removable key.

Another version of the MK06 has a graphic display that shows data collected from sensors, status and alarms from the machine.

Controlling multiple machines

Versions with programmed relationships between controllers,



Autec's sales and marketing director Domenico Didone showing off the new ACS system at the SAIE exhibition in Bologna.

such as master/slave or take/release are also available and allow the joint control of different machines or the control of the same machine with two units. In a master/slave relationship, each transmitter is matched with its own receiver. The control status is fail-safe which means that the safety functions are always active, even if a failure occurs.



Since the mid 1980s American company Hetronic has specialised in safety radio remote controls and claims market leadership with 300,000 units in the field. It also claims to be the first company to introduce a fully proportional radio remote control to the hydraulic crane industry over 15 years ago. For England, Scotland and Wales the product is distributed by Redditch-based Hetronic Ltd - a division of AW Systems in Belgium - which opened earlier this year. Hetronic Ltd is a subsidiary of Oxbridge plc which is also responsible for sales in the Belgium and Luxembourg markets via its subsidiary AW Systems.

The company has a wide variety of radio remote controls particularly designed for the hydraulic crane market. Currently its Nova and Nova L models - which can be used in a variety of applications - are doing particularly well.

Built from a heavy duty, impact resistant, specialty plastic compound, the lightweight Nova L offers room

for up to six fully proportional paddle levers and digital functions. The ease of manipulating the paddle levers make the unit a favourite among loader crane and overhead crane operators.

Leading loader crane manufacturer Palfinger is one company that offers customers an alternative with the choice of Hetronic remote controls as well as Swedish Scanreco products. With the Paltronic 50 system, the easy-to-use check-back module (LED) is offered as standard and at no extra cost.

Using the 'Paldiag' crane software the operating levers can be assigned control functions according to individual requirements. Likewise, it is possible to define the maximum speeds of the individual functions and the start/stop acceleration ramps can be individually programmed.

In the interests of safety it is possible to select 'two-hand combinations' per function. This means that the crane operator has to activate at least two buttons in order to be able to carry out certain manoeuvres. In addition, the maximum speed of the different crane movements can be reduced in three stages.

The new control system also gives enormous advantages in the event of an incorrect diagnosis of a fault.

The new Jump handset from Ravioli



This remote control setup at Palfinger's training centre in Salzburg, Austria is used for training service engineers.

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A SAIE of relief

Italian equipment manufacturers never cease to amaze with their ingenuity and design flair. On home soil at the SAIE show in Bologna, they were out in force exhibiting their latest products. Add to this some mid-October sunshine and Bologna and SAIE is one of the nicest places to be for those looking for lifting equipment.

Given the proliferation of shows this year it was perhaps unfair to expect many new product launches at SAIE, however we were pleasantly surprised. The fact that this was a tower crane year certainly added a more imposing feel to the show. And yes, there were new cranes, but there were also new models in each and every sector of the lifting market particularly loader cranes, aerial lifts, telehandlers and mobile cranes.

The new Bluelift C14/6.5 features a telescopic pantograph.



Star of the show? Totally subjective this, but we liked the new two tonne pick and carry Galizia G20 for its simplicity and minimalist design. Also the well-thought-out remote controlled Gapo power unit for unloading and moving self erector cranes. There were many other potential winners - take a look through the show's highlights and make up your own mind.

Blue spiders

Spider platform manufacturer Bluelift, distributed in the UK by Skyking showed a new model with several innovative features. Its C14/6.5 is a 14 metre working height, 6.5 metre outreach machine that includes a telescopic riser and telescopic upper boom. The stowed lift has an overall length of under 3.4 metres with the basket removed, the same length as its 12 metre unit and weighs just 1,630kg. A new control system has a memory button that allows the machine to retrace its boom movements automatically returning to a precise work point making operations quicker and safer.

Brescello-based spider lift producer - Easy Lift is eyeing up the UK market. The company has obviously been hard at work designing the 16 metre R160 spider lift which is more compact and has an additional metre of working height than the R150 shown at Vertical Days in June. It also showed its 30 metre working height, 14.5 metre outreach R300 with three metre



articulating jib and standard 2.0 x 0.7 metre basket. In travel mode, the unit is under two metres high, 1.4 metres wide and 6.7 metres long.

Clean and simple

The new two tonne lift Galizia G20 was displayed in prototype form, but with several orders already received it won't be long before production starts. The unit uses a simple rear steer mechanism and controls similar to a small forked pallet lift and impresses with its clean, compact lines and its ability to lift 300kg to a height of five metres and two tonnes to just under three metres.

Simple control layout of the Galizia G20.



The Easy Lift R160 is more compact but has an additional one metre working height than the previous R150.



The clean lines of the new Galizia G20 available soon in the UK from GGR.





The new SUP Elefant S15 with the S19 in the background.

Next door to the Galizia was Imai/Jekko with its rapidly developing spider lifts and new two tonne pick and carry crane with full power boom, internal telescope cylinders and built-in winch. The Jekko looks like taking over from Valla as the two tonner to beat.

SUP Elefant's latest model, the 15 metre S15 spider lift has an impressive seven metres outreach, with 200kg capacity and is just over 3.4 metres long without the basket. The company is negotiating with three possible dealers in the UK and should make a decision shortly.

New spider concept

A joint design collaboration between Palazzani and Multitel Pagliero resulted in the new Multitel SMX 170/Palazzani Ragno XTJ170. The unit, due to ship from January 2009, has a working height of 16.85 metres and 7.5 metres outreach. One of two spider lifts at the show with a telescopic riser and top



A joint design collaboration resulted in the Multitel SMX 170 and Palazzani Ragno XTJ170.



boom, it is based on the aluminium lifting mechanism from Pagliero's highly successful MX truck

mounted line and includes a 1.4 metre wide platform with 120 degrees of rotation and 200kg capacity. GVW is quoted at two tonnes.

According to Renzo Pagliero, president of Pagliero, this is the first of several spider platforms on the drawing board, the next probably being a 20 and/or 27 metre unit.

Unfortunately, TCM was unable to get either of its new Rough Terrain cranes ready in time for the show. The 35 and 55 tonne cranes use the same basic chassis capable of 40 km per hour and the same 32.6 metre main boom which offers a tip height of up to 41.4 metres with jib. The company did show a 35 tonne crawler mounted telescopic from its range which now extends up to the 90 tonne RTC 90.

No acrobatics this year, but Palifinger still had a raft of new models from its High Performance and High Performance heavy-duty range on display.

Three new models in the compact crane class (under four tonne/ metres) included the PK 2900, PK 3400 and PK 4200. Using



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Palfinger introduced a raft of new models including three compact units.

high-strength steels, weights have been reduced by 27 percent compared with previous models providing up to a 20 percent increase in truck payload. The 9.8 metre outreach together with compact installation dimensions and KTL cataphoretic-dip paint protection give a high basic specification, while radio remote control, clamshell grabs and cable winch versions are also available.

Palfinger also launched a compact loader for use in narrow city streets with a width of just 1.6 metres. The PK 2900 has a maximum hydraulic outreach of 6.4 metres and a weight of 374kg allowing it to be mounted on light, narrow vehicles.

Third largest loader crane manufacturer, Fassi launched its first compact crane - the F30C.23 CITY again targeted at installation on the small 'green' vehicles increasingly being specified by local authorities. Its stowed width is the same as the Palfinger at 1.6 metres and can lift 335kg to its maximum outreach of 6.3 metres. The unit can be equipped with a proportional multi-function remote control with



Fassi's first compact loader crane - the F30C.23 CITY - is tapping into the small 'green' vehicle market particularly in Italy and Spain

electronic load limiting device and hydraulic accessories such as buckets, forks and jaws. Fassi now has four models under three metre/tonnes.

Fassi also introduced its Jib Dual Power (JDP) and RCS Evolution radio remote controls, designed to maximise the performance and safety of its cranes.

JDP manages different pressure settings and hydraulic jib moment limiting device, offering variable capacities depending on crane extension positions. This allows optimisation of the lifting capacity

c&a

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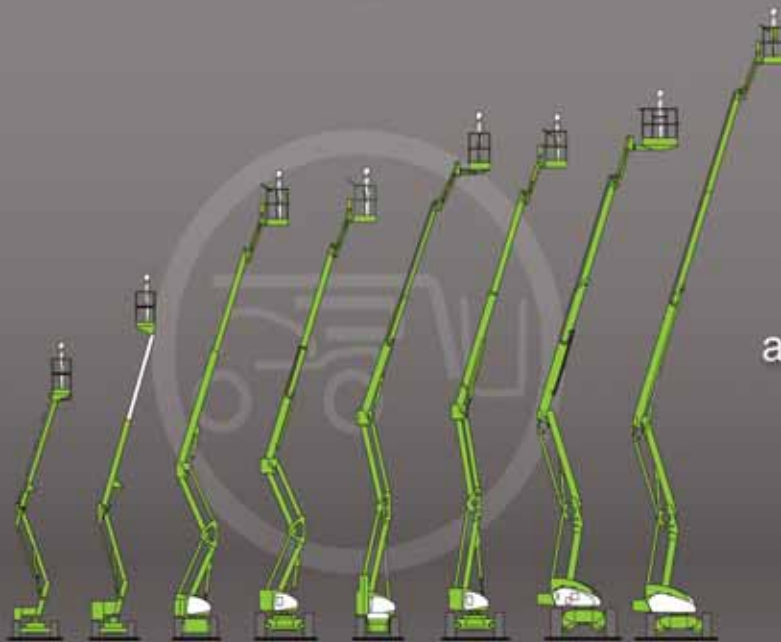
The Effer 1355 8S can be mounted behind the cabin or at the rear or the carrier.

depending on which jib sections are extended (only on models with seven or eight extensions). Operated from the remote control button pad it is possible to develop two different performance charts and use the jib in both configurations.

Staying with loader cranes, PM's dancing girls attracted the crowds to the launch of two new double connecting rod models - the PM 15S and the PM 16,5SP - which include electronic control systems (PT Compact or PowerTronic CAN BUS).

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The PM 15S and PM 16,5SP have swing-out outriggers and are available with up to a six hydraulic extensions on the standard machine and up to 4+4 or 5+2 for the jib version, offering a maximum total outreach of 23 metres.

Loader crane manufacturer Effer had several new products on show, the new 100 tonne/metre class 1155 is available with up to nine extensions and more than 26 metres outreach. The addition of a supplementary jib with six extensions takes the outreach up to 36 metres.

Also on display were updated versions the 65, 80 and 100 models which replace the older 62, 75 and 95 units, offering increased lifting capacity and a new hydraulic system. Improvements to the 130 LSV and 155 LSV models include the standard fitting of proportional electro-hydraulic controls as well as radio remote controls. Furthermore, the model 155 LSV will have a platform operator's station suitable for applications with grab bucket and dump bodies with high boards.

Giant loader crane

The award for the largest loader crane at the show must go to Cormach with its new 230000E. In its nine extension form, the unit has a maximum boom length of 45.9 metres, while its smaller sister - the 125000 E - can only manage 31.15 metres!

Moving onto the major crane manufacturers, the Manitowoc stand featured the new Potain Igo 30, self-erecting tower crane. The unit is the largest in the range able to move with full ballast on a single truck. Available in two versions - with either a 28 metre or 30 metre jibs - it has tip capacities of 1,000kg and 900kg respectively. Maximum capacity for both versions is 2,200kg, while under hook height is 20.5 metres and the jib can luff to either eight or 20 degrees.

The new crane features the SmartCom system that incorporates special sensors fitted around the crane to improve efficiency during folding and unfolding operations. For ease of set-up the crane features a



Potain's newest self-erector - the Igo 30 - is built at the Niella Tanaro facility in Italy



The impressive new Cormach 230000E with a maximum boom length of 45.9 metres and the 125000E with 31.15 metres

side mounted counterweight avoiding the need for it to move during folding and unfolding. This is especially useful on jobsites where 'free slew' is not possible or where there are strict rules regarding the position of the jib during out-of-service operation.

First production cranes are scheduled for February 2009.

Liebherr displayed a new fast erecting crane - the 26 K.1 - the smallest in the range. With a 2.5 tonne maximum capacity and 1,000kg at its maximum radius of 26 metres, Liebherr has aimed to further improve assembly and ease of operation. The 23 metre basic hook height jib can be increased to 37metres by raising the jib to 40 degrees. The unit also has a retracted hook height of 14 metres and a 160 degree obstacle avoidance range regardless of jib position.

The 30 EC-B 2.5 Flat Top tower crane replaces the 30 LC at the bottom end of Liebherr's range being compact in size with low component weights to aid transportation.

Smallest fast erecting crane in the Liebherr range, the 26 K.1 has a maximum radius of 26 metres.

Among the Terex Bendini Rough Terrain cranes on show was the new 34 tonne RC 34 which slots between the RC30 and RC35. The unit is similar to the RC30 but has a longer 30.1 metre main boom. Also on the Terex stand was the PPM AC 40/2, the only two axle Terex All





Similar in size to the RC30, the new RC34 has a longer 30.1 metre fully extended boom.

Terrain crane currently in production and the 300 tonne AC 300/6.

Since the last SAIE, mobile crane manufacturer Mister Gru has been acquired by Fiorenzo Flisi - one of the founders of Oil&Steel. He quit and sold his shares in the business to BS Private Equity which controls the PM/Oil & Steel business last year.

The Mister Gru name has gone as have the smaller models and the Ecopower concept which combined dual diesel and battery electric power. The 35 tonne unit is now a more conventional, possibly more practical, diesel powered city crane it retains its six section 25.9 metre main boom plus a four metre swing-away telescopic luffing jib which offsets to around 80 degrees and can handle up to 3.5 tonnes.

New at the show was the MG35TK which uses the same boom as the city crane but is mounted on a commercial 26 tonne truck chassis. The TK - also available as a 30

tonner on a two axle chassis - can be equipped with a three section 11.5 metre telescopic luffing jib which offsets by up to 90 degrees and lifts up to five tonnes retracted or 2.5 tonnes when fully extended. Both cranes are available with EN280 platforms and radio remote controls.

Something different

A more unusual machine was the four axle 100 tonne All Terrain crane from Teramo, Italy based SCM. The SA 4100 VMM will be available next Spring and a five axle 150 tonne crane is currently on the drawing board which should be available later in 2009.

Savino Di Francesco, SCM sales manager says that the company makes the AT chassis and boom structure at its two Italian facilities. The company dates back to 1948 when it was know as Bedoni and based in Modena, it changed its name to SCM in 1975, moving to Teramo in 1990. A recent 50:50 partnership has resulted in an

increase in its production from around five machines a year to 15 this year with sights on 50 machines by 2010. India and the Middle East are currently its best markets. SCM has already taken orders for six of the new 100

tonners and is now planning a 250 tonner. Success according to Di Francesco is due to building simple machines at a competitive price - some 10 to 15 percent below the major crane manufacturers.



Fiorenzo Flisi who acquired Mister Gru, has re-jigged the crane range and introduced the new MG35TK which uses the same boom as the MG35HS and is mounted on a 26 tonne truck chassis.



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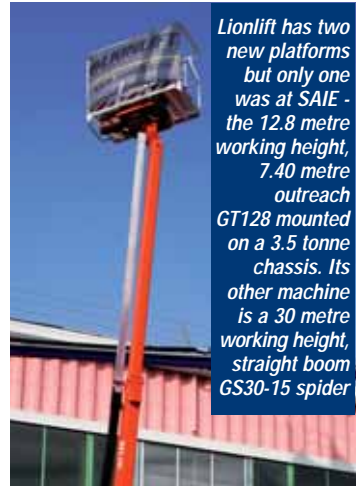
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Aerial lift and recovery vehicle manufacturer Isoli unveiled two very different lifts, the MPT 140, a 14.2 metre working height platform mounted on a Landrover Defender 130 chassis, its insulated boom telescopes out to a 6.7 metre outreach with 200kg capacity. Mounted on a 7.5 tonne chassis its new 27.8 metre PNT 2805, offers 13.7 metre outreach and a large 1,800x800mm

basket with a 200kg lift capacity. Leader unveiled two new Cicogna (Stork) dual telescopic boomed truck mounted lifts, the 27 metre working height Cicogna 270AJTT and the Cicogna 200. Both machines use a similar telescopic riser and boom concept to that of the Pagliero MX series which is growing in popularity. The Leader booms are made of steel rather than



The Landrover Defender 130 mounted Isoli MPT 140 has 6.7 metre outreach with 200kg in the basket



Lionlift has two new platforms but only one was at SAIE - the 12.8 metre working height, 7.40 metre outreach GT128 mounted on a 3.5 tonne chassis. Its other machine is a 30 metre working height, straight boom GS30-15 spider



SGM has already taken six orders for its new 100 tonne All Terrain crane





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Fresh from its APEX unveiling, Teupen again showed its impressive Leo 40 GTX spider lift

aluminium and also feature an articulating jib. The Cicogna 270 offers over 17 metres of working outreach with 120kg in the platform or 15.5 metres with 230kg. The unit will be mounted on a 5.6 tonne truck in Italy in order to come in under the six tonne self-drive rental rule, while in the rest of Europe it is likely to be

mounted on a 7.5 tonne truck which should allow a reduced outrigger spread. The Cicogna 200 is mounted on a 3.5 tonne truck and offers between 8.5 and 10.5 metres of working outreach depending on the

load in the platform the maximum of which is 230kg. Leader is also the distributor for UpRight and Maeda mini cranes, the company ran an ongoing lifting demonstration - a rarity at SAIE.



The 500kg extended searcher hook on Unic spider cranes.

The two cranes on the Unic spider crane stand both featured short jibs or searcher hooks, one a simple fixed design and the other a telescopic jib.



The Airo SG1000 on the IPAF stand

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The new Green Mammoth machines offer basic pallet transport (and lift on the TP1800)

On its indoor stand, Hinowa showed its latest spider platform the 23 metre working height, 12 metre outreach LightLift 23.12 which weighs just 3,000kg and has automatic, one button leveling on slopes up to 13 degrees.

However the company also displayed two new tracked forklifts - the TP2000 and TP1800 Green Mammoths - basic machines for moving palletted loads up to two tonnes around

degree luffing angle gives a maximum under hook height of 56 metres. Mast height varies between 26.5 metres and 36.5 metres and the unit has the option of a cabin. San Marco also showed two new mini vehicle cranes - the external electrically powered SMS 200 and the manually hand winched SMS 300 with maximum capacities of 200 and 300kg. The crane itself weighs just 115kg.



Iteco's latest big scissor

more than 25 units already sold. The production units include a large number of changes over the prototype/evaluation models, including and different platform stowage design and more traditional upper controls.

Dieci's new Hercules range of heavy duty telehandlers included the 12 tonne 120.10 and the 16 tonne capacity 160.10. Even the smaller unit can lift 9.5 tonnes to 9.5 metres.

Farasin also had two new models on show, the 18.45 Storm, an 18 metre, 4.5 tonne machine with 140 degrees cab rotation. The smaller 6.28 (5.8 metre lift, 2.8 tonne capacity) also has cab rotation but slightly less at 130 degrees.

Haulotte announced the availability of a full EN280 aerial work platform for its telehandler range. The company says that sales are slower than hoped but that its easy to operate rental concept is gradually finding favour among rental companies.

Two new Hercules telehandlers from Dieci included the 120.10 and the 160.10.



The unusual Copma mini hook lifter with loader grab



Benedini's latest machine is the B37 capable of lifting 1 tonne at its 37 metre maximum radius

site. The smaller 1.8 tonne capacity TP1800 can also lift the load to a height of 1.77 metres.

Loader crane manufacturer Copma always likes to show something unusual at SAIE, this year it gave us a mini three tonne hook lifter that can take containers up to 3.4 metres long and be installed on a 3.5 tonne chassis.

The Gapo stand was a hive of activity, with many interested punters looking at the unusual remote controlled mobile power pack designed to load, unload and move self erector cranes around site. A more detailed description of the unit can be found in the on page 47.

The hydrostatically driven unit can tow units up to five km per hour. Using a radio remote control the two wheel, two wheel drive unit is highly manoeuvrable, can lift up to 15 tonnes, has a hydraulically vertically and side to side adjustable hitch and can unload cranes from most trailers without the risk of grounding. A second pair of remote controlled, steerable wheels are also available when necessary. The only downside is its price which is in the region of €45,000.

San Marco showed its latest self erecting tower crane - the 45N - which offers 1,500kg capacity at a radius of 45 metres, while a 30

As well as its new 45N self erecting tower crane, San Marco showed two new mini vehicle cranes



This was not a main year for telehandlers, but locals - Merlo, Dieci and Farasin all launched new models. Merlo always saves something new for SAIE and this year was no different. However, rather than unveiling a major innovation the company's new models were additions to existing ranges. One of these was the simpler and less costly 'banana' outrigger option for the Roto 45.21. Standard models feature a sophisticated beam and jack outrigger system with auto levelling and sensing.

The Merlo MPR range of self-propelled telehandler based aerial lifts are now in production with



The Gapo GA10 and GA16 can unload and position any self erector crane quickly and efficiently



Benelligru showed an interesting platform mounted on a 2.2 tonne chassis. Developed in conjunction with truck manufacturer Piaggio, the tiny machine has a 14 metre working height with 120kg in the basket and utilises a twin telescopic base section and a telescopic top section.



The new curved 'banana' beam outrigger design on the Merlo Roto 45.21



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Push around power

The first push-around scissor lift work platforms date back to the late 1950's and were the predecessors to the modern self propelled scissor lifts. They virtually died out in the 1960's as self propelled's took over. Who would have thought back then that 40 years later push-around scissor lifts would be selling in their thousands?

Of course the increasingly popular modern push-around scissors are all highly compact low-level machines with working heights of between 3.6 and 5.1 metres, essentially they are replacing step ladders, trestles, staging, alloy towers and the more recent podium steps. The product that kicked off this current enthusiasm for low level push-around scissors was the Pop-Up.

Pop Up and Up

Introduced in early 2006 the Pop-Up was perfectly timed and thanks to its neat design, bright distinctive

The Pop-Up hit the market at the right time and was rapidly adopted by rental companies.



red livery, clever name, attractive price and cost effective packaging took the market by storm. The Pop-Up not only offers a practical cost effective powered alternative to step ladders and podium stands, but was also cleverly designed to be built in low cost countries such as China, with compact packaging that not only minimises shipping costs, but also makes it easy to distribute. This allowed a sales price of under £3,000 for volume orders, encouraging rental companies to purchase large numbers and offer them out at attractive rates.



C&a push around scissors

Pop-Up was initially sold and marketed by Northern Scaffold Group or NSG, however it was such a success that a separate company - Pop-Up Products - was formed at the end of 2006 to sell and market it along with other low level access products such as the Eiger 100 podium platform, the Eiger 200 folding tower, the Eiger 500 class 3 lightweight aluminium towers and the Eiger Deck aluminium walkway. The team at NSG responsible for the Pop-Up, Nigel Woodger, Adrian Blomeley and Paul Gallacher then left NSG to dedicate their efforts to Pop-Up Products.

Plus one

While the Pop-Up was an unqualified success, it soon became clear that its 1.63 metre platform height left room for a slightly higher version with a working height of between four and five metres. The challenge was to achieve this without losing the attractive features of the original product, which include compact dimensions, light weight and an affordable price. The Pop-Up team began work on a taller version, launching the Pop-Up+ in 2007. The new model included an extra set of scissor arms and a set of outriggers to provide the additional stability, without too much extra weight. The Pop-Up+ features a 2.5 metre platform height, with a working

width of 1.3 metres and a total weight of 365kg, now the heaviest in the sector.



The Pop-Up+ has a work height of up to 4.5 metres.

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Improving the original

At the same time Pop-Up introduced a number of improvements to its original unit, including larger castors, a hard wired control cable, kick protection on the lower emergency stop and on the upper controls connection point, enclosure of the power pack, relocation of the controller carrier and the relocation of the on/off key to the upper controls.

Power Tower

While Pop-Up was designing the Plus, another industry veteran was looking at the challenge of introducing a higher push-around scissor lift. Brian King, now with CTE UK, was responsible for the first low-level push around lifts in the 1980's and 90's with the Hop-Up made by Go Industries and then the original Power Tower. Both of these products were towable lifts which required outriggers and were seen as entry level trailer lifts, rather than a direct replacement for steps and stands. The Work At Height Regulations were also not even a glimmer in the regulators eye at that time and after a strong start they disappeared.

Anyway that is another story. King saw that the push-arounds time had come and that there was a need to take the concept up a notch from the original Pop-Up. As a result he developed and introduced a new Power Tower, based on a sigma-type lift mechanism, rather than a scissor. The benefit of this is fewer parts, a more rigid platform and greater height, the downside it extra length.



The Power Tower takes the concept to more than five metres



The Power Tower in a classic application in St Pancras station

The Power Tower took the concept up to a working height of more than five metres and yet the basic dimensions did not stray too far from the standard laid down by the Pop-Up.



Push around scissors can easily be loaded onto a small trailer or into a van. Power tower offers both a special trailer and pneumatic tyre options.

It weighs just 310kg, is slightly wider at 780mm but still suited to single doors, is a foot longer at 1.5 metres and is a fraction higher at 1.9 metres. However it does offer a larger working platform, features an automatic castor locking mechanism and most important of all, does not require outriggers.

The lift is produced in the UK and its structure is closer to a self propelled lift than a push-around. This takes it into a different price bracket, but King says that the average sales price is within 10 percent of the Pop-Up+ which he sees as the main competitor. Given that it offers 600mm (2ft) extra height, does not need outriggers, has a larger deck and is lighter in weight, its price seems well pitched.

As a result King says that a number of UK hire companies are standardising on the Pop-Up for lower level work and the Power Tower for customers who need the extra height.

C&a push around scissors

the Midi it has followed the Power Tower with a slightly longer overall length. It also incorporates an automatic castor brake similar to the Power Tower. The Midi has a platform height of 1.8 metres, marginally higher than the original Pop-Up but with similar overall dimensions and therefore goes head to head with the market leader.

Both the Power Tower and the Eazzi Lift incorporate automatic castor brakes.



Martin Birbeck of Eazzi Lift

A new contender

As is usual when a market takes off, it catches the attention of others and draws in new competitors. The latest participant is a start up venture -



The Midi on the other hand offers something new, in that it has the same working height as the Pop-Up+ but does not require outriggers, and retains the same closed/platform entry height as the Mini. Eazzi Lift has achieved this by extending the Midi's length to allow longer scissor arms. At 1.47 metres long it falls between the Pop-Up and the Power Tower. The Maxi is still at the design stage but is likely to have a working height of around 5.5 metres. The question is will the market settle into three height sectors - 1.6/1.8m, 2.5m and 3.1m? Or will it polarise between the two extremes? Much will depend on price and distribution. In actual applications few platform users exploit the full height of the lifts they rent, but there is a tendency for both users and rental companies to take the largest machine available in order to cover all eventualities. In this case though the dimensions and - at least in the case of Pop-Up - price should ensure that the 1.6 metre push around scissor remains a best seller.

Eazzi Lift, led by two veterans of the alloy tower and powered access rental industries. The principle - Martin Birbeck - started his career 25 years ago with John Rusling, which became Instant Zip-Up. He then joined Access Rentals moving to Nationwide Access when it acquired the company in 1989. More recently he worked with Mike Wishart at the new Access Rentals. His partner on the technical side is Ian Murray of Shropshire-based Access Parts and Repairs which will be providing the after-sales support for the Eazzi Lift and had significant input in the design and development of the new products.

The company has been testing two models of what it says will be a three product range - the Mini, Midi and Maxi. It has aimed to take the best from each of the other two producers. Like Pop-Up it has adopted the scissor lift mechanism and yet to gain the extra height for

The push around scissor passes easily through doors and rides elevators.



A new twist to an old concept

Two years or so ago if you had talked about push around lifts most people would have assumed that you meant one-man mast type lifts, along the lines of the Genie AWP series or UpRight UL range.

These units, which use an aluminium telescopic mast, a small basket and outriggers or a heavy counterweight, have typically started at a platform height of 24ft/7m, (although 20ft/6m versions have always been available) and topped out around 40ft/12m. They are still the least expensive powered access for these heights. However their large footprint has confined them to applications in schools, gymnasiums, tennis courts, museums and office or hotel atriums.



Earlier this year Italian manufacturer Faraone, spurred on by its new UK distributor Kermco, came up with the idea of a low level unit without outriggers or large counterweights, to offer an alternative to the push-around scissors.

The company offers two models the PK60 with a four metre platform height and the PK70 with up to 5.2 metres. The overall dimensions are similar to the Pop-Up at 1.28 metres long by 780mm wide, but the platform is shorter at 900mm but wider at 780mm, due to the room taken by the mast.

Total weight is 365kg for the 60 - the same as the Pop-Up+ and 380kg for the 70. At 200kg the capacity is lower than the others but still ample for one man and tools.



Kermco markets the Faraone as the 'Push Around King' in the UK.

Hospital Pops Up

The Balfour Beatty/Haden-Young joint venture is using more than 75 Pop-Ups on the £570 million Birmingham New Hospital to provide access for mechanical and electrical works, including specialist installations and wiring. The 1,215 bed hospital, located on the Queen Elizabeth Hospital site in Edgbaston, is expected to be completed in 2011.

Roger Palmer, of Haden-Young, said: "Compared to traditional access equipment, the Pop-Up is much easier to set-up and move around, saving significant production time each day." Ian Maund, senior package manager at Balfour Beatty adds: "Using the Pop-Up on the project has brought a number of advantages, as well as increasing productivity, we have taken a significant step forward in terms of improving the health and safety when working at



More than 75 Pop-Ups are working on the Birmingham New Hospital.

height. The key benefits of the Pop-Up are its speed and ability to enable workers to access the correct height."

Pop-Up for fire protection

Pegasus Fire Protection (PFP) the Sighthill, Edinburgh-based fire protection specialists has taken delivery of six Pop-Ups and five Pop-Up+ from the dealer for Scotland - Active Access Solutions. PFP specialises in sprayed and boarded fire protection, as well as a one-stop internal fit-out service which covers:

- Metal Stud Partitioning Dry Lining / Steel Framing Systems
- Boarded or Sprayed Fire Protection / Fire Stopping
- Suspended Ceilings
- Painting & Decorating/ Ames Taping
- Altro Whiterock (Hygienic Cladding)

Boyd Sinclair managing director of PFP said:

"As business owners and employers we are well aware of the impact of the Work At Height Regulations.

We have historically used tower scaffold for low level access and MEWP's for higher work. However towers consume time and energy assembling and dismantling. I see the Pop-Up as a way of reducing that time, while giving a consistent level of safety to our tradesmen. Our vision is to lead by example, and a financial investment of this type demonstrates that commitment. I envisage a Pop-Up as a standard part of the tool kit for all our tradesmen."



Andy McCusker (L) of Active Access hands the first Pop-Ups over to Boyd Sinclair.

Push around scissors - so how do they stack up?

Results in bold signify best in class.

Specification	Pop Up	Eazzi Lift Mini	Pop-Up +	Eazzi Lift Midi	Power Tower
Working height m	3.63	3.8	4.5	4.5	5.1
Lift capacity kg	240	250	240	250	250
Platform size m	1.01x0.52	1.1 x 0.55	1.01x0.52	1.35x0.55	1.52x0.65
O/A width mm	700	700	700/1300	700	780
O/A length m	1.135	1.2	1.2	1.47	1.52
O/A height m	1.636	1.51	1.8	1.51	1.92
Gross weight kg	225	275*	365	330*	310

A Gapo in the market?

C&a

new product

It is rare these days for a brand new product to be launched that is exactly what its specified audience is looking for - particularly in the crane sector. But at the recent SAIE exhibition in Bologna, the Gapo remote controlled dolly was such a product.

Suppliers of self erecting tower cranes always have the problem of loading and unloading the crane from its trailer and then positioning it on site. The very fact that a self erector crane is being used at all usually means that there is very little space to set up the crane and/or access to the site is difficult.

Most suppliers tend to use a telehandler to unload and position the crane, which works well when there is space to manoeuvre but becomes a challenge when facing tight corners or positioning in a small area. If one is not already on site the telehandler needs its own transport and skilled operator.

The Gapo has been designed by Italian company Gruppo Gavarini in conjunction with Potain (in fact the

A variety of hitch plates can be used for all makes of cranes.



name Gapo is a combination of the two companies - Ga from Gavarini and the Po from Potain). Gavarini has been supplying cranes and construction equipment for more than 50 years. As the Potain dealer for Italy it has a sizeable self erector fleet and is very experienced in moving and installing the cranes. It had the initial idea for a type of mechanised dolly about 15 years ago and built the first prototype around four years ago since when it has been refined into the final product unveiled at SAIE.

Remote controlled power pack

Although two models are offered, most sales will be for the larger capacity GA16. The unit, essentially a remote controlled mobile power pack, has a 16 tonne lifting capacity, a maximum speed of five kilometres an hour, a hydraulically adjustable hitch plate for height and tilt and 180 degree steering, allowing it to turn in its own width. The Gapo has two large drive wheels with two very small, castor-type wheels for balance allowing it to move a crane over difficult terrain and slopes of up to

30 degrees - even down staircases! Measuring 2030mm long by 1570mm wide and 965mm high, with the hitch in its lowest position, the hydrostatic drive Gapo is powered by a three cylinder, 1.6 litre diesel and weighs less than two tonnes.



The two-wheeled steerable axle.

Handles any make of crane

Although designed in conjunction with Potain, the unit can be fitted with different hitch plates so that it can work with any make of crane or trailer. And with the hydraulically adjustable - for height and tilt - hitch, it has no problem attaching to the crane even if it is not on level ground. Fully remote controlled - using an IMET m550 unit - the unit has all the associated safety advantages and only needs one operator. The unit even has hydraulically acting locating pins that

lock the hitch into position making it both safer and easier to use.

Move sideways

Gapo also supplies a remote controlled, hydraulically powered two wheeled steering axle that can be used to support the other end of the crane allowing it to be moved sideways. The machine created quite a stir at the show and attracted a great deal of interest from at least three UK crane companies, one of which - Ladybird Crane Hire - placed an order.

Hydraulic locking pins



The Gapo remote controlled dolly



If there is a down side to this amazing machine, it is the price. With a final figure somewhere in the region of €45,000 it is not cheap. However, its safety and speed benefits may well out-way this, it may also be the difference of getting a crane on site and a hire or not.

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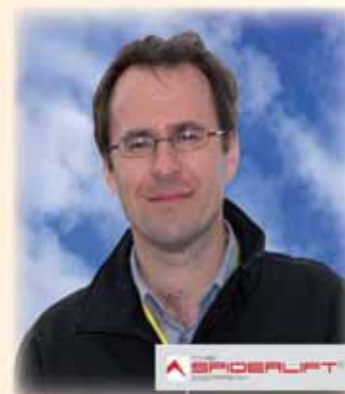
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Andy Bray, The Spiderlift Company - Commercial Director

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The giant stirs

Since being appointed head of access at Hewden, Nick Childs has made subtle yet significant changes that are helping to re-establish the hire giant. Mark Darwin fires the questions.

In less than 10 years, Nick Childs has climbed the ladder from delivery driver to head of access at one of the UK's largest plant hirers, Hewden.

During this meteoric rise, he worked for various divisions within the company - tools, plant, operated plant and now access - unusual but very beneficial in a company that is now trying to 'pull together' all of its divisions and promote a single 'Hewden' image.

When he took over the powered access division in March 2007 he said that he was unhappy that the company had slipped to fourth position in the sector and that a three year plan would help rebuild a strong identity and raise the company profile. Now more than half way through that period, are the changes he has implemented starting to work?



Nick Childs

"I was initially uncomfortable with a single manufacturer (Genie) accounting for 65 percent of the access fleet," said Childs, "so set about re-profiling the fleet and while this will continue, I am happy with the results so far."

Re-profiling a fleet of about 3,000 units means a potential problem with trade-ins - distributors don't want them.

"We are fortunate to have the Hewden Auction brand where all of the equipment must be sold," says



Childs. "Despite general equipment prices dipping from 2007 to 2008, they have improved slightly for access equipment. In the first auction in 2005, all sales had to be to overseas customers, while these days around 80 percent of the used access equipment heads overseas, particularly countries such as Poland and Lithuania."

But when do you decide to get rid of a machine?

"It is difficult to give an answer to this because it depends on the type of machine and various other factors. Generally though, manufacturers tend to be slower with technological improvements on the larger machines so they do not date as fast as smaller units, so a five year old model may be very similar to a brand new machine."

Steel erectors have traditionally gone for the 45ft and 65ft straight booms but Childs sees this changing with demand now split 50:50 with articulated platforms.

"We tend to keep the larger, more expensive straight booms longer and will use our Castleford facility to refurbish machines built later than 1999 that have four wheel drive. We can currently refurbish about 60 to 70 aerial lifts per year and the facility can also work on general plant and repainting cranes. Additional refurbishment capacity may be added in the future."

So with the current economic climate, is there money to spend on new equipment next year?

"We are probably one of the few large hirers that is planning to purchase new equipment in 2009. We added 150 Haulotte lifts (about five percent of the fleet) last year and have been exceptionally pleased with their performance and reliability

and customers like them. They also have the added benefit of being painted almost Hewden yellow as standard. This has been a big problem for us with manufacturers either significantly increasing delivery times or charging additional costs to paint equipment in our colour."

"Haulotte has had a slightly chequered reputation in the UK, but over the past year or two, managing director Phillip James has sorted it, they are always very easy to do business with and deliver on what they promise. Overall they have a good product, good service and a good price - so much so that Haulotte will probably get a good proportion of next year's spend - whatever that may be as it is still to be decided."

Because of Haulotte's good performance, Hewden is now looking at Genie and Haulotte as the primary suppliers with JLG filling in the gaps. It also has specialist models, such as Holland Lift, and will continue to look for niche machines that give a good return.

But how do you decide on which manufacturer or model?



"We initially identify a particular model that is needed - such as a 20ft electric scissor or 100ft boom - and then list all the 'must have features' such as deck size, deck capacity, power to the basket etc," says Childs. "This is done by gaining the input of my senior management team who cover the UK. The specifications from the primary suppliers are then scrutinised and if they don't include the 'must haves' - they are immediately eliminated. The right specification is probably the most important factor when we look to purchase a machine. Almost as important is reliability because of the nature of the clients and type of contracts we supply. Although we have excellent service we are looking for machines to perform faultlessly between routine servicing. The purchase price is not the main deciding factor but it helps of course if it is competitive."

The Holland Lift scissor lifts that Hewden has purchased illustrate this point.

"When we decided on adding large scissors to the fleet, we identified Holland Lift as a possible supplier and asked other users about the machine and its reliability. The feedback was excellent. Next I sent in our technical guys to 'pull the machines



apart' and make sure that they were well built. For smaller models we sometimes put several units into the fleet to gauge their performance and customer feedback. We put one, 21 metre Holland Lift scissor into the fleet for six months. It performed impeccably and with all the other boxes ticked, we purchased some further units including the 32 metre G320, the largest scissor in the UK.

"All the Holland Lift models have been very reliable, they go out on site and apart from visiting to service them, there have not been any other problems. We are planning to buy another 32 metre G320 scissor in the second quarter 2009 which will be only the seventh of its type in the UK. Holland Lift is not the cheapest - we probably pay a 10 to 15 percent premium - but this has been repaid by being ultra-reliable, working for major clients it would damage our reputation.

And while we look for good spares and service backup, we always send in a Hewden service engineer first.

"Another good example of this is the 32 metre Haulotte HA32PX. With a working height of 104ft (31.8 metres) it has a good 70ft outreach and fills the gap between the 85ft and 120ft machines. Haulotte addressed one of our comments about increasing the size of the basket and the brand has proven itself as being very reliable. We will be looking to auction our older Grove AMZ machines and replace them with the HA32PX."

With many new access manufacturers looking to enter the UK market - such as PB, Iteco and JCHI for example - would Hewden be interested?

"We are at the point of concentrating on our primary suppliers which have proven equipment, reliability and backup. Why would we start looking at unproven equipment?" says Childs. "We will still evaluate niche equipment that adds to our product offering, but we will not be looking at other mainstream equipment for the foreseeable future."

With investments planned for next year - how do you see the access market?

"Rates are starting to suffer with the larger rental companies putting equipment out at less than favourable rates, rather than having it sitting in the yard. Because we are part of a large general plant hire group we do benefit from a wide variety of hires and not from supplying one type of contract such as shopping centre developments which have been hit particularly badly at the moment."

"We have seen the market level off, but it has certainly not 'dropped off the edge of a cliff' as some would have you believe. I make between three and five customer visits per week so I am very much involved at the sharp end and keep in touch with our customers and what is happening in the industry. The levelling off of demand is also a combination of market saturation of equipment

and too many suppliers."

Have you achieved what you set out to do 20 months ago?

"Our fleet has increased from about 2,800 to 3,000 since I started and with Lavendon Access very kindly consolidating companies this means Hewden has now moved up the fleet rankings from fourth to third," says Childs with a smile.

"We have also opened a few new depots (Bristol, Ipswich and Aberdeen) which means the access depot network is now up to 19. Our ultimate goal is to have Hewden product within one hour of the customer, wherever they are in the UK."

"Between 1968 and 2004, Hewden acquired a staggering 89 different businesses, each with its own culture and operating systems. The huge investment in the new Movex computer system which is now fully operational is helping to streamline the rental side of the business as well as reduce costs and increase efficiency throughout the company.

This computer system is the same as that being considered for installation into other parts of Finning and the worldwide Caterpillar dealer network which will help both with the future integration of all divisions within Hewden as well as Hewden with Finning and Caterpillar."

Better integration within Hewden means more visibility and increased accessibility to all 106 depots. Availability, reliability and customers are the three main areas I am looking at and we are now quite a way down the line to achieving this.

Last year, Cranes & Access did an interview with Hewden that said 'Has the sleeping giant woken? A year ago, it hadn't, but I think the giant is now stirring and will be awake very soon!'



More mats

The topic of outrigger mats has been covered in Cranes & Access for the past three years or more, with our coverage over the last 18 months turning into a mini campaign to encourage operators of cranes and aerial lifts use them every time outriggers are deployed. This followed the realisation that a large proportion of the accidents caused by the ground failure underneath outriggers were the result of a total absence of any attempt to spread the pad loadings over a wider area.

Last month's article seems to have hit a nerve and generated an unprecedented response from you our readers. As a result we felt we should run a follow up covering the points raised along with some new material that we have received or could not find space for in the last issue.



c&a outriggers

Bespoke mats

We were contacted by Seward Wyon the crane and equipment fabricators, which has seen a strong uptake in demand for its range of fabricated steel mats for cranes to meet customer demand for a rigid mat that was not too heavy, for both handling and travel weight reasons. The company is also increasingly designing and fabricating mats to specific requirements, using the correct grade of steel and a calculated design to provide specific outrigger load distributions.



Seward Wyon has seen a significant increase in demand for outrigger mats that are specifically designed and fabricated for purpose

Where's the justice?

One call came from a UK company which was fined when a crane toppled last year. It pleaded guilty to one of three charges - on the advice of a solicitor - in order to minimise the potential fines, in spite of disagreeing with any of the charges.

However, the company management was particularly riled by the fact that they knew of other crane collapses that have gone undiscovered or unreported and therefore not prosecuted by the HSE. The managing director asked the question 'should the HSE be told about every accident even if no-one was injured?' and 'why are some prosecuted and not others?' Certainly not all accidents are reported.

He told us that pads (perhaps not big enough) had been used in his lift and that the ground had been solid when tested showing no sign of movement under the outriggers. He did acknowledge though, that if he had his time again he would have placed cribbing under the outriggers and established the weight of the lift more accurately - the prime reason for the accident.



Mats need to be of a decent size, and preferably significantly larger than the crane pads

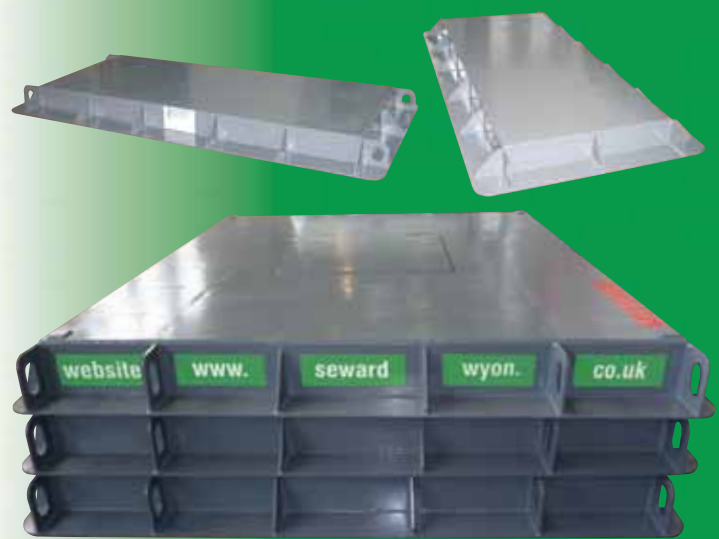
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When outrigger mats are not the problem

Many of you will have seen the photographs of a brand new 250 tonne Liebherr All Terrain crane that collapsed into the basement of a new building in Sydney Australia. We must have received them from more than 30 different readers as they circulated the worldwide web.

The first question that most people raised was why was this crane, operated by one of the most safety conscious crane companies in Australia - if not the world - not using outrigger mats to spread the load? The other one was "what was such a heavy crane doing on a suspended floor in the first place?"

We contacted John Gillespies, an owner of the crane company and chairman of the Australian crane association. He was unable to say too much, due to the obvious legal situation, but did provide a few clear undisputed facts that helped us along with a number of other sources, to produce the following report.

semi-trailers to drive on. The slab was also approved for a 250 tonne crane to drive on, in order to set up for the placement of the concrete panels.

Gillespies was called in to lift and position more than 300 tilt-up panels weighing up to 30 tonnes each and was involved with the planning of the project for some three months, prior to the commencement of any lifting. As the panels were poured on site, the positioning of the crane was critical. Gillespies therefore worked out the precise position of the crane for every single lift and supplied the full data and subsequent outrigger pad loadings to its client, a sub-contractor working for the main contractor.



caption the new 250 tonne Liebherr had already lifted 14 panels from this location...when...

than 200 panels had been successfully lifted into place over a period of 15 days, from eight of the positions. Each position had been clearly marked out in advance with painted locations, complete with 'X' centre spots, for each outrigger jack with structural supports placed under each 'X'. On the first two visits to site the company's six year old 250 tonne Liebherr had lifted from six of the positions, on the third visit Gillespies sent its brand new 250 tonne Liebherr and as with the previous sequences it was also due to lift from three different locations.

Having successfully carried out a number of lifts from two different locations over a three day period the new crane moved to position number nine and set up exactly as before, with no outrigger mats or cribbing as per the contractor's engineers explicit instructions.

(It was clearly important that all loads were transferred through the concrete to the supports and not spread over the floor). Once the crane was set up in the new position by the three man crew, the subcontractor and main contractor both signed-off on confirmation that it was in precisely the correct position over the painted crosses and free to start lifting.

Fourteen panels

were lifted and placed according to plan but when the 15th was lifted the crane telescoped the load out and one of the outriggers suddenly broke through the slab, causing the boom to come down onto one of the erected panels where it came to rest.

The crane remained in that position for around an hour before the entire slab gave way dumping the crane six metres to the ground floor below.

There were at least six men working on the ground floor when the outrigger first punched through and at that time all of the structural supports were reported as still standing upright. It seems that one of the supports was not correctly positioned. While this seems obvious, it has not categorically been confirmed as the case. Photos taken on mobile phones before the crane crashed through the floor are not clear enough to confirm it.



The crane ended up on the ground floor, note the structural supports

The crane has now been recovered using two of Gillespies Liebherr's, a 400 and a 250 tonner. Given the wide coverage of the initial accident cameras were banned during the recovery, but a photographer employed by WorkCover Authority NSW did take photos, which will be available on conclusion of any investigations or prosecutions. We hope that in due time we will be able to publish them.

While the accident raised a lot of interest due to the dramatic nature of the photographs, there are a number of lessons to be learnt by all of us. The positive fact is that no one was killed or seriously injured, although the operator did twist his ankle on jumping clear of the crane.



An outrigger punched through the concrete floor



The crane tipped and the boom came to rest on a panel



After an hour the whole slab gave way

The building concerned is about 300 metres long by 100 metres wide and is made up of a ground floor slab and a first floor, six metres above which will accommodate factory units built with tilt-up concrete panels. The concrete floor has been post tensioned and designed for large

The main contractor engaged specialist engineers to work out the location of structural supports under the post tensioned first floor slab in order to support the crane for each and every lift which involved 12 different lifting positions. All was progressing well and more

When outrigger support is the main challenge

Heron Tower is destined to be one of the tallest buildings in London and occupies the entire footprint of a small site bounded by public roads on all four sides. Three Comedil tower cranes from Select have been installed within the site to erect the main structure.

However, their 16 tonne maximum lifting capacities were not adequate to cope with some massive steel columns that will form the basement level of the new building. The individual columns weigh over 40 tonnes each and with hardly any space within the footprint of the building, the crane for the columns had to sit outside of the boundary.

The only solution was to locate the crane in Houndsditch, a street that runs along the site of the moat that bounded the original city wall, however this presented its own problems as the road width was narrower than the outrigger spread of any crane capable of managing the loads.

Structural steel contractor, Severfield Reeve, called on Ainscough Crane Hire to solve the problem and assist with the planning and approval required for the use of such a large crane in a confined space. Ainscough produced a



Setting up for this job required 10 men over two days

plan to utilise an 800 tonne capacity Demag AC2000 All Terrain crane, with the outriggers on one side sitting over a utility tunnel while the other two outriggers would need to sit on special structures to cope with a four metre drop to the base of the excavated site.

With Houndsditch temporarily closed to vehicles, but open to pedestrians, the entire area of the road and nearside footpath was covered in a 100mm thick sand/cement dry mix, over which a double layer of Trax heavy duty aluminium roadway panels was laid. Below each roadside outrigger five 7.5 metre x 2.2 metre steel mats were positioned, bridged by an 11 metre x three metre steel mat sitting on Ethafoam pads, to give an effective bearing area of 97 square metres. This arrangement brought the bearing pressure on the road surface down to 1.65 tonnes per square metre, which proved acceptable to the authorities.

The height of this multiple arrangement of load spreading mats meant the wheels of the crane had to be at least 750mm above the original road level in order for the outrigger legs to swing out into their working positions. This was achieved by reversing the crane up a temporary ramp onto a raised pad constructed from timber crane mats.

On the other side where the outriggers were swung out over the excavations, Severfield Reeve designed and fabricated two four metre high structural steel trestles, these sat on two purpose built concrete pads covered with heavy steel outrigger mats. Ainscough's normal steel outrigger mats were fitted to the top of the trestles thus providing a stable base to support the crane.

Two four metre trestles were made to support one side of the crane



Installing the complex configuration of mats and road protection and the crane itself took 10 men a total of two days, with 10 truckloads of equipment being required. The AC2000 was configured with a 55.5 metre main boom equipped with Sideways super lift and 160 tonnes of counterweight, allowing it to lift the 40 tonne steel columns at the required radii up to 40 metres.

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Bigfoot – The Correct Tool for the Job

The image shows a large yellow circular outrigger pad with a paw print design and the text 'NYLACAST BIG FOOT' embossed on it. Below the main image are three smaller inset images: the first shows a yellow pad on a concrete surface; the second shows a yellow pad on a truck-mounted crane; the third shows a yellow pad on a lorry-mounted crane.

Bigfoot

The Correct Tool for the Job

The Nylacast Bigfoot crane outrigger pad has been in use with a number of major crane hire companies for many years.

The Bigfoot was developed in conjunction with industrial demand, where a need arose for a reliable, strong and safe crane outrigger pad. The pad needed to be made from affordable material, tough enough to withstand heavy weights, but light enough to carry around.

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David Milne MD - Liebherr UK.

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50,000 more Pasma card Carriers

By the end of 2008, a further 50,000 photo identity cards will have been issued to delegates successfully completing PASMA's standard training course. From an increasingly wide variety of industry sectors, they have been provided with the necessary knowledge and skills to make them safer and more efficient when using mobile access towers. From its inception, PASMA training has enjoyed an enviable reputation amongst responsible management and health and safety professionals who seek objective proof of competence for staff engaged in the assembly, use, inspection and dismantling of towers.

Pasma managing director, Peter Bennett says: "PASMA training, which is only delivered through approved and audited training centres, is now recognised and respected as the industry standard. For many companies, because of its reputation and nationally applied standards, no other proof of competence will do."



Recording Inspections

The Work at Height Regulations require that mobile access towers are inspected regularly by a competent person and that a report be provided within 24 hours to the person for whom the inspection was carried out.

PASMA has agreed with the Health & Safety Executive that completion of a PASMA Tower Inspection Record by a competent PASMA-trained operative and applying it to the tower (the Record is produced in the form of a heavy duty decal/sticker), satisfies these requirements without further documentation and is therefore the most practical and useful way to meet this important requirement.



And what if the inspection is unsatisfactory?

If the tower is incomplete, damaged or unsafe, you should complete the red 'DO NOT USE' side of the PASMA Tower Inspection Record, stating the corrective action required and affix it to the tower in a prominent position. You should then follow the procedures laid down by your company to ensure that corrective action is taken.

So when should mobile access towers be inspected and a report completed?

- After assembly and before use in any position
- After any event likely to have affected its strength and stability
- At intervals not exceeding seven days

Connecting with Colleges

PASMA training courses are now offered by an increasing number of colleges. In the UK, these include:

- | | |
|-------------------------------|----------------------------------|
| 1. Cambridge Regional College | 4. Leicester College |
| 2. Central Sussex College | 5. National Construction College |
| 3. Carnegie College | 6. Newcastle College |

PASMA at the RDS, Dublin

Manufacturers, suppliers and users of mobile access towers in Ireland had the opportunity of visiting the PASMA stand at the 2008 Safety & Health at Work Exhibition at the RDS, Dublin. Exhibiting for the first time in Ireland, PASMA showcased its standard training programme and introduced its new low level access course. Managing director Peter Bennett, assisted by Irish members, represented the association during the two days of the show.



PASMA People: Kevin Bellis

Managing director of Rainham-based Atrium Access, Kevin Bellis has worked in the scaffolding and access tower industries for more than 40 years and has been a member of the PASMA Council since 2003.



Kevin Bellis

An industry enthusiast and advocate, he has seen the association grow from a relatively small base to become the voice of towers in the UK and Ireland. Talking of how PASMA has grown over the years

he said: "In my time at PASMA I have seen it become a fantastic success story and leaders in the industry."

Mine of Information

The PASMA website is a mine of information. For example, did you know that you can:

1. Download the instruction manuals of all PASMA's manufacturing members?
2. Identify the manufacturers of the leading access towers and ancillary equipment via their brand names?
3. Sign up to receive the PASMA e-newsletter to keep you up-to-date with what's happening at the association and in the mobile access tower industry in general?

Just visit www.pasma.co.uk

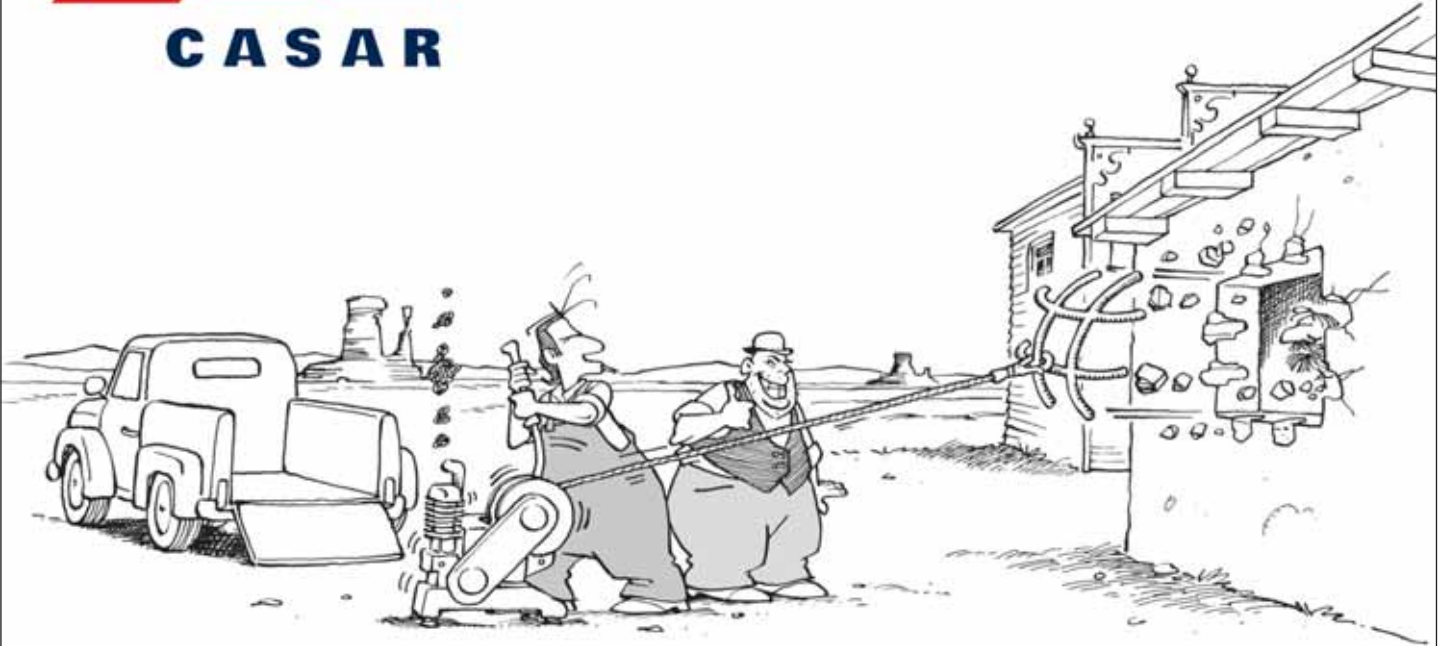
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New Technical Manager for ALLMI

ALLMI has recently announced that it will soon begin the recruitment process to find a dedicated, full time technical manager for the association.



ALLMI is looking for a technical director

As part of a restructuring process, the ALLMI technical manager will replace the technical director, a part time position. ALLMI chairman, Mark Rigby, said:

"Having a full time Technical Manager will significantly improve the service we are able to

offer members in relation to their technical enquiries. In addition, the person appointed will chair the ALLMI technical committee meetings and undertake any technical projects, as well as playing a role in the auditing of member companies and training providers." Alan Johnson, formerly ALLMI's commercial director, has agreed to temporarily take over the technical director's role, with one of his main duties being to manage the recruitment process.

Preferred Supplier for Oil & Lubricants

At the recent general meetings EMO Oil, Shell's largest UK distributor, delivered presentations on the wide range of quality oils and lubricants that it can provide at extremely competitive prices, as part of a newly formed agreement with ALLMI. EMO will also offer members a range of additional products and services including spill containment products and absorbents, telemarketing support, technical updates, assistance with legislation compliance, training/seminars, and national waste collection services, which include site surveys and which extend to products other than oil, e.g. filters, batteries, etc.

Alan Johnson, the ALLMI director responsible

for negotiating the agreement, said: "The agreement with EMO can provide extensive benefits for members. Not only does it give them access to top end oil and lubricant products at a competitive rate, but the peripheral services that members can take advantage of should prove invaluable to any business. The EMO sales team will now be contacting members to discuss their requirements and we look forward to seeing ALLMI's relationship with EMO developing significantly over the coming months."



ALLMI general meetings

The recent ALLMI general meetings for both manufacturers/service companies and fleet owners on the 8th October included updates on standardisation and legislation from Mike Hodson of the British Standards Institution and on oil and lubricants from Steve Perriam of EMO Oil. On the 23rd October, Operators' Forum members received presentations from Robert Nell of Shell on Fuel Stretch lubricants, Kevin Taylor of Liquid

Management Solutions on Safe and Fuel Efficient Driving, and Martin Dean of the Road Haulage Association on Driver CPC and fixed penalty legislation.

ALLMI executive director, Tom Wakefield, said: "we try to make the general meetings as informative as possible, as we see them as yet another means of keeping members up to date on any issues that are affecting the industry."

ALLMI is heavily involved in the revision to BS7121-PART 4 Lorry Loaders



Update on BS7121 Part 4 - 'Lorry Loaders'

Throughout 2008, representatives of ALLMI have been working with representatives of the Construction Plant-Hire Association, the Modular & Portable Building Association, and the Health & Safety Executive, in order to produce a new draft of 'BS7121 The Code of Practice for the Safe Use of Cranes - Part 4: Lorry Loaders'.

Significant progress has been made since the working group held its inaugural meeting in January, and the intention is to have the first draft ready for submission to the British Standards Institution (BSI) by early 2009. ALLMI executive director, Tom Wakefield, said: "We're very pleased with the progress of the revision so far and I think the make-up of the working group has proved invaluable. With such a high level of expertise and experience from all areas of the lorry loader industry, we feel that the new Standard, when eventually published, will accurately reflect the changes that have taken place with regard to legislation and product development since the current Part 4 was written. The introduction of various categories of lift should provide much needed clarity in this area of lifting operations, and should enable a more proportional approach to lift planning and risk assessing. However, ultimately the success of the project will rely on the industry adopting the Standard and interpreting it correctly, and as the industry association, ensuring that this happens will be one of our main aims once the standard is released."

Board appointment for Operators' Forum chairman



Steve Frazer-Brown

ALLMI recently informed its members that the chairman of the Operator's Forum will in future have a seat on the ALLMI board of directors. ALLMI chairman, Mark Rigby, said: "We see this as a very positive step forward for the association, appointing the Operators' Forum chairman as a director of the company should improve the flow of information throughout the association and bring the two divisions of ALLMI much closer together.

In addition, we'll be looking to the Operators' Forum chairman to assist with the development of the buyers co-operative in relation to any products or services that would benefit Forum members."

The current Operators' Forum chairman,

Steve Frazer-Brown will attend the next ALLMI board meeting in December.

He says "I am honoured to be invited on to the ALLMI board and believe it will bring about an even closer relationship between manufacturers, importers, service

companies and end users. Under the stewardship of the current board there is no doubt that ALLMI has increased its strength in recent years and I believe this appointment is a natural progression in developing the association further."

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All training centres above offer IPAF approved and audited courses for Operators of Mobile aerial work platforms, European directives require that all staff are fully and adequately trained in the safe use of the equipment they operate.

See www.ipaf.org for full listing

New OSHA crane standards mandate operator training

In the USA the Occupational Health and Safety Administration has finally published the draft new crane standards, some four years after the Crane & Derrick Advisory Committee completed it. The new standard, the first update in 40 years, is summarised best by OSHA itself:

"OSHA is proposing a rule to protect employees from the hazards associated with hoisting equipment when used to perform construction activities. Under this proposed rule, employers would first determine whether the ground is sufficient to support the anticipated weight of hoisting equipment and associated loads.

The employer then would be required to assess hazards within the work zone that would affect the safe operation of hoisting equipment, such as those of power lines and objects or personnel that would be within the work zone or swing radius of the hoisting equipment.

Finally, the employer would be required to ensure that the equipment is in safe operating condition via required inspections and employees in the work zone are trained to recognize hazards associated with the use of the equipment and any related duties that they are assigned to perform."

A key element of the new standards calls for all operators to be certified as competent by a third party crane testing body within four years of the standard being finalised.

A big yes When asked "Should manufacturers encourage aerial lift users to get a PAL card?" In an online poll on Vertikal.Net over 74 percent of those who voted said Yes. As of Saturday November 15th a total of 677 votes had been cast.

Builder fined £4,000 for fall

Berneslai Homes Ltd of Springfield Street Barnsley, was fined £2,000 and ordered to pay £2,022 costs at Barnsley Magistrates Court earlier this month, after pleading guilty to breaching the Work at Height Regulations. On the 20 January 2007 employee Paul Pickering was carrying out emergency repair work on the roof of a council property at Darfield Road, Barnsley following strong gales. Pickering fell five metres, breaking three ribs and suffering severe bruising. According to the HSE the lack of appropriate access equipment resulted from inadequate planning and supervision on the part of the company. HSE Inspector David Stewart said: "This incident caused serious injuries but it could have easily been much worse. If the work had been planned properly, with correct supervision, it would never have happened."

Fall from tower costs shopfitters £32,000

E&F Joinery of Hailsham, Sussex, has been fined £20,000 plus costs of £11,895 after a 67 year old man fell three metres from an alloy scaffold tower while he was fitting ductwork to a shop at the Exchange shopping centre in Enfield, London on 15th September 2006.

E&F Joinery was held responsible for the accident, even though the injured man, Robert Wilson, was not one of its employees, as it was in control of the work and therefore responsible for planning and supervision. The tower did not have the correct edge protection and had

not been inspected before use.

The company admitted three breaches of the Work at Height Regulations: failing to properly plan the work, failing to provide suitable edge protection and failing to inspect the scaffold tower before it was used. Judge Richard Hone said that in setting the fine, he had taken E&F's deteriorating financial situation into account - revenues have dropped by a third so far this financial year.

Wilson was in a coma for some time after the accident, and has been left permanently disabled.



C&a

training

Michael Atkinson moved along the crane's jib to rescue the operator from his cab

Bravery award for crane rescue

A bravery award has been presented to Michael Atkinson of Croydon fire station's blue watch, who led the rescue of the tower crane operator whose crane collapsed on the Croydon Park Hotel, in June last year. The superstructure of the Comedil tower crane, owned by Select, flipped over backwards during a climbing sequence. The operator was left suspended in his cab over the side of the hotel 40 metres above the ground. Atkinson used line rescue, a relatively new technique at the time, to move along the crane's jib to reach the injured man.

After giving him first aid and strapping him into a rescue harness, Atkinson attached them both to the hook of an adjacent crane which lowered them to safety. Receiving the award at the Lords cricket ground earlier this month, Atkinson said: "I am very happy to receive this award and dedicate it to the hard work and training of Croydon's Fire Rescue Unit."

Who trained him then?

This man was spotted in West Yorkshire recently, hard to imagine he had received any ladder training?

This American TV camera crew using a make shift platform during the Kiwi Golf Challenge. This just a day after a 135ft boom lift had tipped over, crushing a minibus



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Harness up!



Nicola Dixon of IPAF shows how a harness should be worn.

Ten members of the IPAF staff completed a harness course at SpanSet this October.

The one-day course covers the relevant legislation, the types of harnesses and lanyards, the importance of CE marks and traceability, the concepts of fall restraint and fall arrest, anchorage points, equipment inspection and maintenance, and the correct use of harnesses in mobile elevating work platforms.

Participants take a written test as well as undergo a practical session where they have to put a harness on correctly. The harness course is available from many IPAF-approved training centres.

Find your nearest one at the Training section of www.ipaf.org

c&a

IPAF focus



The harness course was rich with examples and work situations: (L-R) IPAF's Jean Harrison under the instruction of SpanSet's James Bradshaw

Tachograph or not?

Do you need to use a tachograph if you are towing a trailer-mounted platform? The Quick Guide to Towing Small Trailers from the UK Vehicle & Operator Services Agency (VOSA) answers some frequently asked questions on the use of trailers and the law, covering driving licences, driver hours and weight. In general, you may need to fit and use a tachograph if you use a vehicle in connection with any trade or business or carry goods for hire.

The first question to consider: Is the towing capacity over 3,500kg AND, when added together, is the vehicle maximum weight and trailer maximum weight over 3,500kg? Information about weights can be found in the vehicle manufacturer's plate. If the answer is no, then no tachograph is required. If yes, a tachograph may be required.

The second question: Is the use covered by the exemption under Article 4 3820/85 (see GV262 part 3)? If yes, no tachograph is required. If not, a tachograph is required when the vehicle is used to tow a trailer. Department of Transport publication GV262 is a guide to Goods Vehicle Drivers Hours. It is a free publication available from any main VOSA Traffic Enforcement Office. It explains more fully when and how to use a tachograph. See also the reference guides at the Resources section of www.ipaf.org

IPAF Rental+ for Lifterz

West Yorkshire-based Lifterz has added a feather to its cap and been awarded the IPAF Rental+ quality mark.

The IPAF Rental+ programme sets a series of minimum quality standards for customer service, safety, staff training, contract terms and machine inspection for powered access hirers.

An annual audit plan is in place to ensure that those standards are maintained.

Lifterz is a member of the Access Link whose members have all agreed to work towards achieving the IPAF Rental+ quality mark so that customers throughout the UK and Ireland receive a consistently high level of service from all of the local independent companies.



Light Hire grows its own

Light Hire, an IPAF-approved training centre in Exeter and Barnstaple, is investing in training for its staff to keep pace with the fast-moving access industry.

Paul Roddis, Light Hire's training manager, is leading the initiative. Clive Wotton, Barnstaple depot manager, and Graham Sandford, a technician in Exeter, have both successfully completed a mechanical and electrical course for scissor lifts and hand-held analysers at JLG's training centre in Manchester. Sandford also completed a course in hydraulic and electrical schematics for boom lifts at Genie in Grantham. Light Hire is an IPAF Rental+ company.



Light Hire training manager Paul Roddis (L) congratulates Barnstaple depot manager Clive Wotton.

25th anniversary journal

The IPAF Powered Access Review 2009, a bumper 25th anniversary edition with 72 pages, is out this month.

It features a debate on why you should be concerned with CE marks, articles on inspections and impartiality, MEWPs for managers, and a training centre directory.

Free copies can be obtained by e-mailing info@ipaf.org or visit the Publications section of www.ipaf.org



Summit to be topped with awards dinner

The IPAF Summit on 2nd April 2009 in Dublin will have a new format, ending with an awards dinner to celebrate the global access industry.

The awards will reward best practice, focusing on professionalism, innovation, safety initiatives and outstanding individual achievements. Details of the categories, entry rules and sponsorship opportunities will be announced soon.

The awards will be open to members and non-members. The Summit will be held at the Crowne Plaza Northwood. It will be preceded by an informal networking event on the evening of 1st April at the Guinness Brewery in Dublin. IPAF has arranged special room rates at the Crowne Plaza Northwood and the Holiday Inn which is just next door. The special rates expire 1st February 2009. For booking details, see www.ipaf.org/iapa



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IPAF Summit 2009 on 2 April in Dublin

Liebherr big lifter

Liebherr has a long history of commissioning scale models of their products and this has included a number of tower cranes in 1:87 scale. At Bauma 2007 Liebherr showed a prototype model of its giant 630 EC-H 40 tower crane in the larger 1:50 scale and it has now come to market, made by the German model maker Conrad.

The 630 EC-H 40 is one of the largest tower cranes offered by Liebherr. It is capable of lifting 40 tonnes at 15 metres and can free stand to 80 metres, with an 80 metre jib. With the real machine being so huge, the model does not disappoint and it stands over 6ft (almost 2m) high, and is 7ft (over 2m) end to end.



Rock steady mast



Cab detail

The model comes in a number of parts which replicate the sections of the real crane and so it has to be 'erected' although this is straight forward, and takes around two hours. It comes on a massive cruciform base and has twelve mast sections complete with ladders, which are pinned together to form a rock-solid, dead-straight mast that is a credit to Conrad's model engineering skills. A climbing frame is also included although its design does not allow the model to actually be posed climbing. The cab is instantly recognisable as Liebherr and has an operator's seat and controls. The counter jib is made up of four heavy sections complete with walkways and hand rails, and has a working winch at the end. The main jib is made up of eight separate sections and each is a single fully triangulated casting which is very strong. They are accurately made and join perfectly to produce a jib which is commendably straight given it is length, and with adjustment it can be made straighter still.



A huge model standing almost two metres high



Trolleys and hooks

As a heavy lifter the crane comes with double trolleys and hooks, and the model is perfectly capable of lifting a decent load such as a small mobile crane model. One feature missing on the model is a working trolley mechanism although the

different configurations both in terms of height, and jib lengths. It can also be posed being erected by a suitable mobile crane model, and makes some great transport loads on trucks.

Overall this is a hugely impressive model because of its size and the model engineering achievement that it represents. It is the kind of model that makes people stop and look, and will satisfy collectors or provide an outstanding display in a corporate office. It is available from the Liebherr webshop at €435.

To read the full review of this model visit www.cranesetc.co.uk



Mast detail

trolley motor and winch is replicated on the jib. The detail level is not as high as found on some of the top end models made in China, but this does not impair the overall look of the crane.

The big plus of this model is its modular nature and this means it can be erected in a number of

Cranes Etc Model Rating

Packaging (max 10)	8
Detail (max 30)	25
Features (max 20)	18
Quality (max 25)	22
Price (max 15)	12
Overall (max 100)	85%

MEWP book for tree people

The Arboricultural Association recently published its guide to the use of MEWPs in Arboriculture, with the help of a number of experts, including the HSE and IPAF, it addresses every aspect of using powered access when working with trees.

The guide covers everything from legal considerations to selecting the right machine, to setting it up properly, to the use of MEWPs in tree work, to safety equipment and rescue work.

The book also includes plenty of colour photographs and suggested layouts for risk assessment and

method statement forms and other planning tools. The authors clearly understand that when a guide such as this contains so much information many readers will skim through it, so they have highlighted critical items on each page, helping ensure that those who do at least gain the essentials. Association guides are often poorly written and miss a good deal of useful information, this one has clearly been very well researched, its content is first class and extensive. In fact although it is strongly tilted towards tree work, it is still a very good informative read for anyone using

MEWPs no matter what their work may be, especially when considering their use for the first time.

The guide is available from the Arboriculture Association, priced at £10 and can be ordered on www.trees.or.uk



Dear Leigh,

The public comment period is open regarding the new U.S.OSHA crane rules, published Oct 9th. I hope the regulations have the desired effect, though I fear many of the smaller casual crane rental customers who use cranes for a few hours at a time will widely ignore them and find willing allies in fly by night rental houses.

I fear another unintended consequence may be the hastening of consolidation of the crane rental business. People like myself, who have perfect safety records but are much closer to the end of their career than the beginning, may simply leave the industry altogether, taking their experience with them. Regardless, we can all keep reading Vertikal Press to see how it all plays out.

Thanks,

Chuck Mostert

After asking if we might publish and attribute the letter, Chuck Mostert added the following detail.

Leigh,

You may use any or all of the note I sent to you. I guess the general feeling that I have concerning the new regs is that I think there should be more of an incentive to follow the rules rather than just a penalty if you don't (and get caught!). My bet is that 99% of the people caught in your "Death Wish" pictures still do the same dumb things. If you can show people a tangible benefit, they will fall in line like lemmings and I think training will lead to a tangible benefit, but only if all involved are trained and qualified.

That's the rub, many tradesmen will not take responsibility to train and qualify their own and as a crane owner/operator, I certainly have no authority over them.

After having watched 11 crane rental businesses come and go in the last 13 years in my local area of 100,000 people, there is always someone to take your place when you say no to a job you don't wish to undertake. If the rules mandated a better insurance rate for operators with safe histories after X number of years or, better yet, offered some form of immunity to owners and operators who followed the rules and are involved in an incident with unqualified personnel supplied by others, the crane industry would be in lockstep compliance.

The tradesmen that rent cranes, even infrequently, would then feel some pressure to train and qualify their personnel. After adding our transient labor problems, frequent language barriers and the slow economy, I foresee business as usual. Some of us may be content doing something else rather than facing ever increasing liability exposure and public scrutiny for things not in our control.

Regards,

Chuck



Dear Sirs,

Dear Sir,

Re your story "Man stuck in lift" has nobody asked the employer to explain his "contingency for emergency and rescue" as required by the Work At Height Regulations?

Chris Buisseret
Rapid Platforms

We responded:

Dear Chris,
This was one of the reasons we published this report, we will try and follow up with the employer, although they rarely say anything if they feel that they are at fault. Hopefully publicising the facts does result in a change in the company's policies, while highlighting the issue to others. One thing we ought to ask is what the HSE does when they read this. We have a high readership amongst specialist inspectors. I wonder if they make contact after such an incident?

Leigh,

I would like to think that your supposition on HSE reaction was correct, however, seeing the fashion for chopping HSE Inspector numbers, I bet they are up to their yingyangs following up all the accidents which actually call for their presence.

Certainly the HSE representative who is meant to sit on some of the Training Committees I attend, is rarely present, with apologies due to "pressure of work".

I fear the worst, and no doubt the message gets around that HSE will not (have the time or will) to follow up a report such as we see day after day on Vertikal.Net.

Chris Buisseret

Dear Leigh,

The article on self-propelled boom lifts in your October issue dates them back to the early 1960's. The one in the attached photograph dates back to around 1955.

It was the brainchild of one Ted Trump who amongst others started work in 1949 on methods of picking apples safer than from ladders. IN 1951 he introduced a trailer-mounted two boom device he called the Orchard Giraffe - he followed it with a 40ft Industrial Giraffe which he licensed to Simon Engineering in 1953, but that is another story. The Orchard Giraffe was a commercial success, but, requiring to be towed by an agricultural tractor, was not ergonomic. Trump followed it with the Girette (baby Giraffe?), a three wheeled self-propelled lift with all the movements - travel, steer, boom elevation and swing - operated from the cage by foot and knee operated controls, leaving the operator's hands free to pick apples. He went on to produce a larger industrial unit, widely used in dry docks.

Kind Regards,

Yours Sincerely,
Dennis Ashworth

We had heard of a machine built by Trump but could not, until now, track a self propelled lift to a specific earlier date than the Selma unit of the early 60's. There is no doubt that the latter machine put the concept on the wider commercial market, thanks to Carl Ruegg's efforts with Los Angeles based rental companies. However from Ashworth's information it seems certain that the self propelled boom lift can now be positively dated back to 1955. Ed



Letters to the editor:

Please send letters to the editor: Cranes&Access: PO Box 6998, Brackley NN13 5WY, UK. We reserve the right to edit letters for length. We also point out that letters are the personal views of our readers and not necessarily the views of the Vertikal Press Ltd or its staff.

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New ladder inspection course launched

The Ladder Association has launched a ladder inspection course as part of its ongoing commitment to improving safety and encouraging best practice when using ladders and stepladders.

Developed by the association's training committee, it complements the increasingly popular standard ladder training course, and is only available through Ladder Association approved training centres.

The new course covers, amongst other things: pre-use checks by the user; detailed inspections; frequency of inspections; recording inspections; dealing with ladders on hire; maintenance, plus handling and storage.

"Training is the most important tool to reduce falls from height," says Ladder Association chairman, Don Aers. "Inspection is such a crucial component of ladder safety that it was always our intention to launch a specific course as part of our five year plan."

For more details, please visit www.ladderassociation.org.uk



Who's Who at the Ladder Association

Officers:

Chairman	Don Aers, Youngman Group
Deputy Chairman	Chris Ball, ABRU
Vice Chairman	Cameron Clow, Clow Group
Immediate Past Chairman	David Walker, Ladder & Fencing Industries

Council:

Martin Brooke	A Bratt & Sons
Anita Whitehead	Globe Ladders
Allan Jones	Yeoman Pressings
Selwyn Amos	HSS Hire Group
Michael O'Shea	Work at Height Training
Melinda Humphreys	Midland Ladder Co
Alastair MacLeod	Titan Ladder & Case

Risk Assessment Card

The Risk Assessment Card provides risk assessment guidelines when using ladders and stepladders once the ladder has been selected. The card addresses the most common hazards including over-reaching, sideways loading and losing balance. It is ideal for anyone engaged in cleaning, maintenance, painting, decorating, ceiling and electrical work and plumbing, etc.



For more details, please visit www.ladderassociation.org.uk

The 30-minute rule

There is still a great deal of confusion about when the selection of a ladder for working at height is appropriate and when it is not. Don Aers, chairman of the Ladder Association provides a short summary.

"The acid test for ladders is low risk and short duration. Single tasks that take longer than 30 minutes in one position are not suitable for ladders. You can undertake a series of tasks that take longer, but each individual task should not take longer than 30 minutes.

The 30-minute guidance really comes down to giving a contractor an idea of the type of work that can be carried out on a ladder while maintaining the same position. For example, you can still paint a house on a ladder - a window might take 20 minutes before you need to move the ladder on. It's just a common sense approach to working.



Don Aers

Most people have been applying these principles for most of their working lives, but there are others who have used a ladder in a way that's potentially dangerous. If a single task takes longer than 30 minutes, contractors really do need to consider using a different piece of work equipment.

Tel: 0845 260 1048

email: ladderassociation.org.uk

Ladders just a click away!
www.ladderassociation.org.uk

The association's website provides ladder news, views, interviews and information all in one place. In particular, it provides:

- Ladder news and updates
- Training scheme information
- Details of HSE initiatives (eg: Shattered Lives and Ladder Exchange)
- Answers to frequently asked questions (FAQ's)
- Interviews with key industry figures
- Forthcoming events
- A 'how to join' and shop facility

10 Things You Need to Know About Ladders

Designed to promote fact not fiction, this 10-point guidance from the Ladder Association is intended as a quick, easy reference for anyone using or supervising the use of ladders.

For more details, please visit www.ladderassociation.org.uk

Credit sense

We recently came across a company offering a credit checking and follow up system that we thought was so impressive that we wanted to pass it on as a service to the industry.

When it comes to running a small business one of the greatest challenges is cash flow. More young companies fail for this reason than any other. In the equipment industry, whether it be manufacturing or rental, it is perfectly possible to survive a year or two of losses, run out of cash however and you're quickly dead in the water. Many a successful company, from a Profit and Loss basis, has gone bankrupt because they ran out of cash.

More devastating even than slow payers are those who don't pay at all. Bad debts are the scourge of the Crane and Access rental business. All too often, well-run very service orientated, highly customer focused rental companies put cash collection on the back burner and are afraid to refuse to supply customers who are seriously delinquent with their payments. The problem then is that when these 'customers' go bankrupt the bad debt is far bigger than it would have been with sound cash collection and credit checking policies in place.

Pooling information

When times get tight, the situation quickly gets a great deal worse and it is typical in our industry for a user to move from one supplier to another as his credit finally runs out. The industry has often discussed the pooling of

information on these 'customers' in order to help cut down on this practice. In Australia the EWPA has been working on a system with an outside contractor and has reported some success.

Here in the UK we recently met up with a credit checking company, Top Service of Redditch, that is specifically focusing its efforts on the equipment rental industry. The company has some innovative ideas and services that could really develop into a first rate credit information exchange for the rental industry, building on the credit checking service it operates. For the past couple of months we have been testing the system in order to try and see how it works in the real world and have been impressed. Even more exciting is what it might become if the company continues to develop along current lines and if more industry members join up and contribute input as well as taking the output.

More than credit checking

The main product of the company is the online credit checking of new or existing customers. Nothing new here, the big challenge is of course that the information is always historical, and by its nature hard to keep up to date. However the big difference with Top Service is the level of interaction the company has with its customers/users - not to mention its modest pricing levels

- around £30 a month - and the additional services it offers.

The company actively encourages users to enter information onto its system regarding payment experiences and to provide tip-offs on any information they come across. So in addition to the posted accounts, financial analysis and county court judgements etc... you can see real life payment experiences of other companies in the industry. Along with warnings if all is not well.

as part of the standard monthly package, the collection process costs nothing if it is not successful while the fee is a small percentage of the money retrieved.

No need to be online

For those companies not online, Top Service provides a monthly CD containing all of the information available at the time it is sent out. Clearly this misses out on a number of the best features of service, but is certainly an alternative.



The company also routinely surveys its customers when reports of a bad experience or fraudulent activity is reported, asking if anyone has anything to add. Examples of this include fraudulent traders who pop up under a new guise to start all over again. An alert request can be entered on any or all checked companies to warn of any new information that comes in.

Free reminder letters

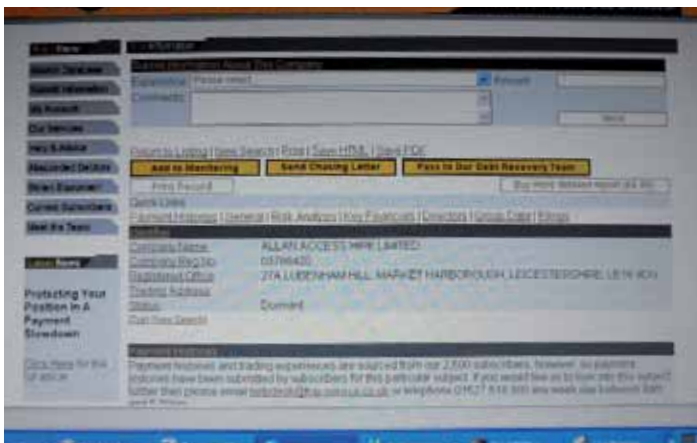
In addition to simply checking credit worthiness of prospective clients, you can ask Top Service to send a warning letter to slow payers or to follow up the collection process. A number of the 'reminder letters' are included

As you can probably guess we have been very impressed with this service and what it might become if everyone in the UK rental industry used it to 'pool' information on bad payers and fraudsters. We are happy to unreservedly recommend it and have arranged a discount for readers of Cranes & Access or Vertikal.Net. A free trial is also available.

If you contact them, and there is a link and banner on www.vertikal.net just ask for the Vertikal/Cranes&Access discount.



Top Service includes other members payment experiences.



PowerCat

C&a

innovations

Crane veteran Klaus Schlopp has invented a simple powered tool to push and pull loads of up to 25 tonnes on skates. The PowerCat MTC 25 weighs around 50kg and comes fully equipped with a retractable 'undercarriage' and an adjustable height connection point which can be attached to any number of hitches or adapters.

When machinery or other heavy loads are unloaded onto a set of skids or skates for moving to their ultimate position the skates are typically hitched up to the drawbar of a

fork truck or winched/chain blocked into position.

The PowerCat hooks on to the skates after being plugged into a regular 13 amp AC power outlet.



Klaus Schlopp with his invention

The operator then simply operates the control trigger to push or pull and steer the load into its final location under full control. Four gears offer a travel speed of between two and nine metres a minute. The design allows a portion of the loads weight to be transferred to the heavy duty non-marking dual wheels of the PowerCat, in order to ensure perfect traction.

The MTC 25 has undergone more than three years of rigorous field-testing by professional riggers which resulted in numerous tweaks and changes. Schlopp is so confident the production machines ability to withstand the rough treatment dealt out by riggers, that he is including a two year warranty as standard.



The PowerCat features dual wheels and an adjustable quick remove hitch



The PowerCat in action



The thumbscrew raises or lowers the hitch

Crane control

ABB has developed crane control software for use with its variable speed drives FOR industrial, harbour and tower cranes. It utilises ABB's Direct Torque Control (DTC) motor control system to provide accurate slow speed control with high torque levels. The programme offers flexible interfaces for different types of analogue, digital or fieldbus systems.

A function block programming - known as adaptive programming - eliminates the need for an external Programme Logic Controller (PLC). The 15 function blocks are easy to programme using the drive's control panel. Adaptive programming enables the integration of external control logics and new functions, so the software can be customised quickly and easily.

The software also features an integrated brake control logic which uses torque memory and pre-magnetising to operate the spring applied mechanical brake safely and reliably, ensuring that it is only released once the drive has started and torque applied to the motor shaft. A crane system check function includes both electrical and mechanical checks, while torque

proving ensures that the drive and motor are able to produce torque and that the mechanical brake does not slip before the drive releases the brake and starts operating the crane.

A 'slow down' safety control function limits the speed to a preset level in critical zones. High and low limit sensors stop the drive at the end positions. The 'fast stop' safety control function is used in emergency situations. The speed monitor function prevents over-speeding, while the speed matching function continuously compares the speed reference and the actual motor shaft speed to detect variations. Either one of these functions will stop the motor if a fault in the motor is detected.

The software also incorporates programmable counters to provide information on total crane operating time and the number of times the mechanical brake is used.



Hydraulic accumulator safety block

Parker Hannifin has launched a new range of accumulator safety blocks - the SBA Series. The new products are designed for a wide variety of critical hydraulic applications and have been developed to help minimise system build and maintenance times.

Each SBA safety block incorporates shut-off, pressure limiting and pressure release functions, in a compact and robust housing, with each safety block being rated for use in systems operating at up to 350 bar. The safety block includes a modular design of tamper-proof pressure relief valve that can be specified in a wide range of pressure settings. The valve can easily be changed without needing to disconnect or remove the block, simplifying changes to system pressures and making it easier for OEMs to specify and stock component parts.

The integrated shut-off valve allows an attached accumulator to be isolated and then safely discharged to tank. This can be done directly via a lever operated discharge valve mounted on the block, or remotely by means of an electrically controlled discharge valve. The latter enables accumulators mounted in inaccessible areas to be discharged easily.

The new blocks are fully compliant with the European Pressure Equipment Directive (PED) 97/23/EC and are finished in a chrome-6 free, corrosion resistant finish for long service life.



enquiries →

To contact any of these companies simply visit the 'Industry Links' section of www.vertikal.net, where you will find direct links to the companies' web sites for up to five weeks after publication.

To have your company's new product or service displayed in the 'Innovations' section of C&A, please send in all information along with images to either; Innovations, Cranes & Access, PO Box 6998, Brackley, NN13 5WY, or alternatively by e-mail to: info@vertikal.net with 'Innovations' typed in the subject box.

Whats on?

Big Five 2008

Middle East construction show in Dubai
November 23-27, 2008 Dubai, UAE
Phone: +49 (0) 89 949 22 0
Fax: +49 (0) 89 949 22 350
E-mail: info@imag.de

Bauma China

Bauma in Shanghai
November 25-28, 2008
Shanghai, China
Phone: +49(0)89 51070
Fax: +49 (0)89 5107506



Middle East Cranes

24 - 25th February 2009
Crane Conference & exhibition:
Shangri-La Hotel, Dubai, UAE
ndenney@progressivemediagroup.com
Tel: +44 (0)208 269 7833



ARA / Rental Show 2009

ARA / Rental Show 2009
Atlanta Georgia March 3-5th
Tel: +1800 334 2177
Fax: +1309 764 1533
E-mail: info@therentalshow.com

Baumaschinenmesse Bern

Switzerland's largest construction
equipment show March 17th - 22nd 2009
Bern, Schweiz
Tel: +41 (0)31 340 11 11
Fax: +41 (0)31 340 11 10
E-Mail: baumaschinenmesse@beaexpo.ch

MAWEV-Show 2009

Austrian equipment show
March 25th - 28th 2009 Enns, Austria
Tel: +43 / (0) 1 216 65 26-0
Fax: +43 (0) 1 216 65 26-22
E-Mail: office@praesenta.com

IPAF Summit

Annual Summit for International
Powered Access Federation
April 2, 2009 Dublin, Ireland
Phone: +44(0)1539562444
Fax: +44(0)1539564686
E-mail: info@ipaf.org



Intermat 2009

International construction equipment show
April 24-29, 2009 Paris, France
Tel: +33 1 49685248
Fax: +33 1 49685475
E-mail: info@intermat.fr



SED 2009

UK's premier construction
equipment exhibition
May 12-14, 2009
Rockingham Speedway, Corby, UK
Phone: [44] 020 8652 4810
Fax: [44] 020 8652 4804
E-mail: jackie.hanford@rbi.co.uk



Safety & Health Expo

Health and safety show
May 12-14, 2009
Birmingham, UK
Phone: +44 (0)207 921 8067
Fax: +44 (0)207 921 8058
E-mail: tbond@cmpinformation.com

Vertikal Days

Meeting for the UK crane
and access industry
Haydock Park
June 24-25 2009
Tel: +44(0)8707 740436
Fax: +44(0)1295 768223
E-mail: info@vertikal.net
Web: www.vertikaldays.net



Platformer Days

German access equipment meeting
August 28-29, 2009 Hohenroda, Germany
Phone: +49 (0)5031972923
Fax: +49 (0)5031972838
E-mail: 2009@platformers-days.de

SAIE 2009

Bologna Fair, Italian Building
products exhibition. October 28-31, 2009
Bologna, Italy
Phone: +39 051 282111
Fax: +39 051 6374013
E-mail: saie@bolognafiere.it



Conexpo Asia

An American show in China
November 16-19, 2009 Guangzhou, China
Phone: +1-414-298-4123
E-mail: pmonroe@aem.org

Bauma 2010

World's largest construction equipment
show April 19-25, 2010 Munich, Germany
Phone: +49 (0)89 51070



Conexpo 2011

The leading American equipment show
March 22-26 2011 Las Vegas, Nevada, USA
Phone: +1 414-298-4133
Fax: +1 414-272-2672
E-mail: international@conexpoconagg.com

Apex

International powered access fair
September 2011 Maastricht, The Netherlands
Phone: +31 (0)547 271 566
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35 t PPM ATT 400	1998	4x4x4	30,40m + 15,00m
40 t Faun RTF 40-3	2001	6x6x6	30,00m + 15,45m
40 t Liebherr LTM 1040-1	1994	6x4x6	30,00m + 8,00m
50 t Demag AC 155	1993	6x4x6	40,00m + 17,60m
50 t PPM ATT 590	1996	6x6x6	40,00m + 15,00m
50 t Liebherr LTM 1050/1	1995	6x6x6	40,00m + 16,00m
50 t Grove GMK 3050	1997	6x6x6	38,10m + 8,00m
50 t Faun ATF 50-3	1997	6x6x6	38,00m + 16,00m
60 t Faun ATF 60-4	2000	8x6x8	40,00m + 16,00m
75 t Grove GMK 4075	2001	8x6x8	43,20m + 17,00m
75 t Grove GMK 4075	2001	8x6x8	43,20m + 17,00m
80 t Liebherr LTM 1080/1	1999	8x6x8	48,00m + 17,00m
90 t Liebherr LTM 1090/2	1998	8x8x8	52,00m + 18,00m
200 t Krupp KMK 6200	1990	12x8x10	53,00m + 56,00m

TELESCOPIC - TRUCK CRANES

Make / Type	y. o. m.	Drive	Boom / Fly Jib
25 t Tadano TL 250 E	1997	6x4x2	30,00m + 7,50m
25 t Tadano TL 250 E	1997	6x4x2	30,00m + 7,50m
25 t Kato NK 250 E	1997	6x4x2	30,00m + 7,50m
25 t Kato NK 250 E	1998	6x4x2	30,00m + 7,50m
70 t Grove TT 865	1997	8x6x8	38,00m + 18,50m

REACHSTACKER

Make / Type	y. o. m.	Drive	Boom / Fly Jib
40 t PPM 40 GMI	1991	4x2x2	4 th height
40 t PPM 40 GMI	1991	4x2x2	4 th height

BOOMLIFTER

Make / Type	y. o. m.	Drive	Boom / Fly Jib
3 t JCB Telehändler 535-95	2003	4x4x4	9,50 m
3,5 t Caterpillar TH 355 B	2004	4x4x4	12,50 m

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Upright SL26 Diesel Scissor

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Skyjack 40C Electric Articulated Boom

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Skyjack 6832 Electric Single Deck Extension Scissor

11.8M working height



Skyjack 4626 Electric Single Deck Extension Scissor

10M working height



Snorkel 4084 Diesel Single Deck Extension Scissor

4 wheel drive jack legs
14M working height



Snorkel 2770 Diesel Single Deck Extension Scissor

4 wheel drive jack legs
10M working height



Skyjack 8841 Diesel Double Desk Extension

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14.5M working height



Genie V-2470 Electric Scissor

none marking tyres
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MEC	www.mec-awp.com
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Omega Platforms	www.omegaplatforms.com
Omme Lift	www.ommelift.dk
Ranger tracked access	www.tracked-access.co.uk
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Universal Platforms	www.universalplatforms.com
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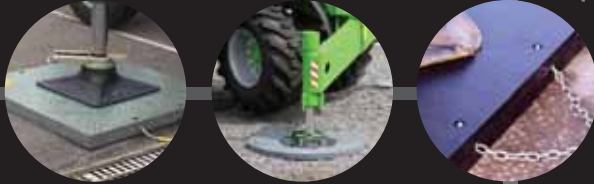
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